

REAL ESTATE INDUSTRY *media*

RIM

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2025

28

regent
DEVELOPMENTS

TIMELESS BY DESIGN

21



ABITEC
BUILDING CONTRACTING L.L.C.

Bosnia
PROPERTY SHOW 
SARAJEVO | 28 - 30 AUGUST 2025



The Queen of Commercial
Real Estate in Dubai
Angela Gegg



ABITEC

BUILDING CONTRACTING L.L.C.

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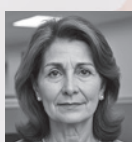
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EDITOR'S CORNER

By James Anderson, Chief Editor – Toronto, Canada

As we step into the peak of summer, the August edition of RIM brings a blazing lineup that reflects the dynamic evolution of real estate—from Dubai's rapidly growing commercial corridors to global innovations shaping investment and development.

Our cover story celebrates Angela Gegg, a powerhouse reshaping Dubai's commercial real estate skyline. Her journey is not just inspiring—it's a case study in bold vision and market mastery.

RIM's Dubai coverage dives deeper into land and villa markets. Zulfiqar Ali pinpoints the hottest land zones, while ABITEC Contracting showcases how Canadian expertise is redefining luxury living in the UAE.

On the global front, we explore the rise of tokenized real estate, a game-changing shift in how properties are bought, sold, and invested in—fast, secure, and borderless.

Don't miss our exclusive spotlight on Golf Grove by Regent Developments, where boutique urban living meets world-class innovation. Finally, we look ahead to the Bosnia Property Show 28 to 30 August 2025, proudly supported by RIM as a media partner. Sarajevo is calling—and so is opportunity.

Thank you for joining us on this journey.

Warm regards,
James Anderson
Chief Editor, RIM
Toronto, Canada

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COMMANDING THE MARKET

Angela Gegg brokers
deals that shape Dubai's
commercial skyline.

BREAKING BARRIERS IN THE DESERT SKYLINE

Angela Gegg – The Queen of Commercial Real Estate in Dubai Dubai's Commercial Market Is on Fire

Dubai is witnessing a surge in commercial real estate demand, driven by a booming business ecosystem, global expansion of firms into the region, and investor appetite for income-generating assets. From sleek office towers to retail hubs and mixed-use projects, the market is vibrant — and developers, landlords, and corporate occupiers are all looking to experienced hands to lead the way. In this dynamic environment, **Angela Gegg** is not just participating — she's leading. With over 14 years of experience in large-scale commercial transactions, she has become a name synonymous with **results, reputation, and resilience** in one of the world's most competitive real estate markets.

Rewriting the Rules

In an industry often dominated by men, particu-

larly in high-stakes commercial real estate, **Angela Gegg is rewriting the rules and redefining what it means to be a woman at the top.**

As the **Founder and CEO of AG Assets Real Estate LLC**, a boutique brokerage based in Dubai, Gegg stands out not just for her sharp negotiation skills and market foresight, but for being one of the very few women — just under 3% — who own and lead a real estate agency in the UAE. It's a statistic that speaks volumes, and one she is determined to change by example.

Leading as the Rare 3%

The numbers tell a compelling story: while over **60%** of real estate brokers in Dubai are women, **less than 3%** of real estate agencies are actually owned by women. This stark imbalance only



highlights how rare Gegg's leadership is — and how vital her presence has become in shaping the future of the industry.

Known as “**The Commercial Queen**”, Gegg has built a reputation over 14+ years as a powerhouse from the get-go, due to her successfully brokering whole buildings and large-scale transactions in commercial sales and leasing. Her clientele ranges from **multinational corporations to hospitals, to high-net-worth investors**, drawn not only to her extensive market knowledge but to her **unshakable integrity and direct, results-driven approach**.

From Brokerage to Benchmark

Under Gegg's leadership, **AG Assets specializes in all areas of commercial real estate** — offices, retail, and industrial — with a growing footprint in iconic **luxury homes and developments**. The firm has become synonymous with **elite dealmaking, personalized service, and high-return opportunities** across the UAE.

Over the years, Gegg has been a **passionate advocate for entrepreneurship in real estate**.

“When I launched AG Assets, I wanted to open doors and provide opportunities as both a mentor and team leader,” she says. “Dubai is a city of visionaries, and I’m ever grateful to be working in an industry shaping its skyline.”

Leadership with Purpose

Navigating a **hyper-competitive, male-dominated market** required resilience, credibility, and the boldness to stay authentic. From **leading multimillion-dirham negotiations to mentoring aspiring professionals** in the industry, Gegg proves that **femininity and fierce business acumen** are not mutually exclusive — but rather a powerful combination.

Aside from her role as CEO of AG Assets, Gegg takes the **international stage as a keynote speaker, mentor, and media figure**. She represents not just success, but **what leadership looks like in Dubai's real estate future**.

Angela Gegg isn't just selling buildings — **she's building a legacy, and disrupting real estate as the rare 3%**



CONFIDENCE. STRATEGY. LEGACY.

From offices to entire
buildings – she delivers
results at scale.





THE RARE

3%

—
One of the few women in the
UAE who owns and leads a
real estate firm.

Dubai's Land Market Is Booming — Don't Miss These Hot Zones for Investment and Development



Zulfiqar Ali

Dubai's real estate market continues to lead the region, and while ready-to-move-in properties grab headlines, the **real wealth-building opportunity lies in land investment**. As an advisor and long-time observer of the city's property evolution, I can confidently say: **this is the golden cycle for land buyers and project developers**.

Whether you're planning a private villa, a residential project, or want to hold appreciating land assets, here's my thoughts about **the top areas in Dubai for land acquisition right now**.

1. City of Arabia – The Untouched Goldmine

This area is **at the top of my head** for a reason. Located directly on **Sheikh Mohammed Bin Zayed Road (E311)**, adjacent to **Global Village** and **IMG Worlds of Adventure**, City of Arabia is surrounded by thriving projects like **Ghaf Woods** by **Majid Al Futtaim**, **California Village**, **Reportage Villas**, **Sobha Villas**, and opposite **Al Barari** and **Majan**.

Well-known developers like **Azizi**, **MAG**, and **One Development** have already launched in the area, which speaks volumes about its potential.

Multiple land parcels available for residential



and mixed-use Strong future infrastructure and investor interest Ideal for villa communities and mid-rise developments.

This is a first-mover zone — prices are still attractive, but momentum is building. If you're a serious investor or developer, this is your chance.

2. Dubai Land Residential Complex (DLRC) – Hot and Heating Up

DLRC has emerged as one of the most active freehold zones for development plots. With **GFA prices starting from AED 200 to 250 per sqft**, this is a fast-moving market where deals happen quickly.

The land here supports **mid-rise residential, mixed-use, and hotel apartment developments**, making it ideal for developers looking to launch boutique buildings.

Pro tip: With the right connections, off-market deals pop up — but you need to act fast, often placing a **10% security cheque** on the spot to secure your deal.

3. Jebel Ali Hills – Hidden Gem for Big Plots

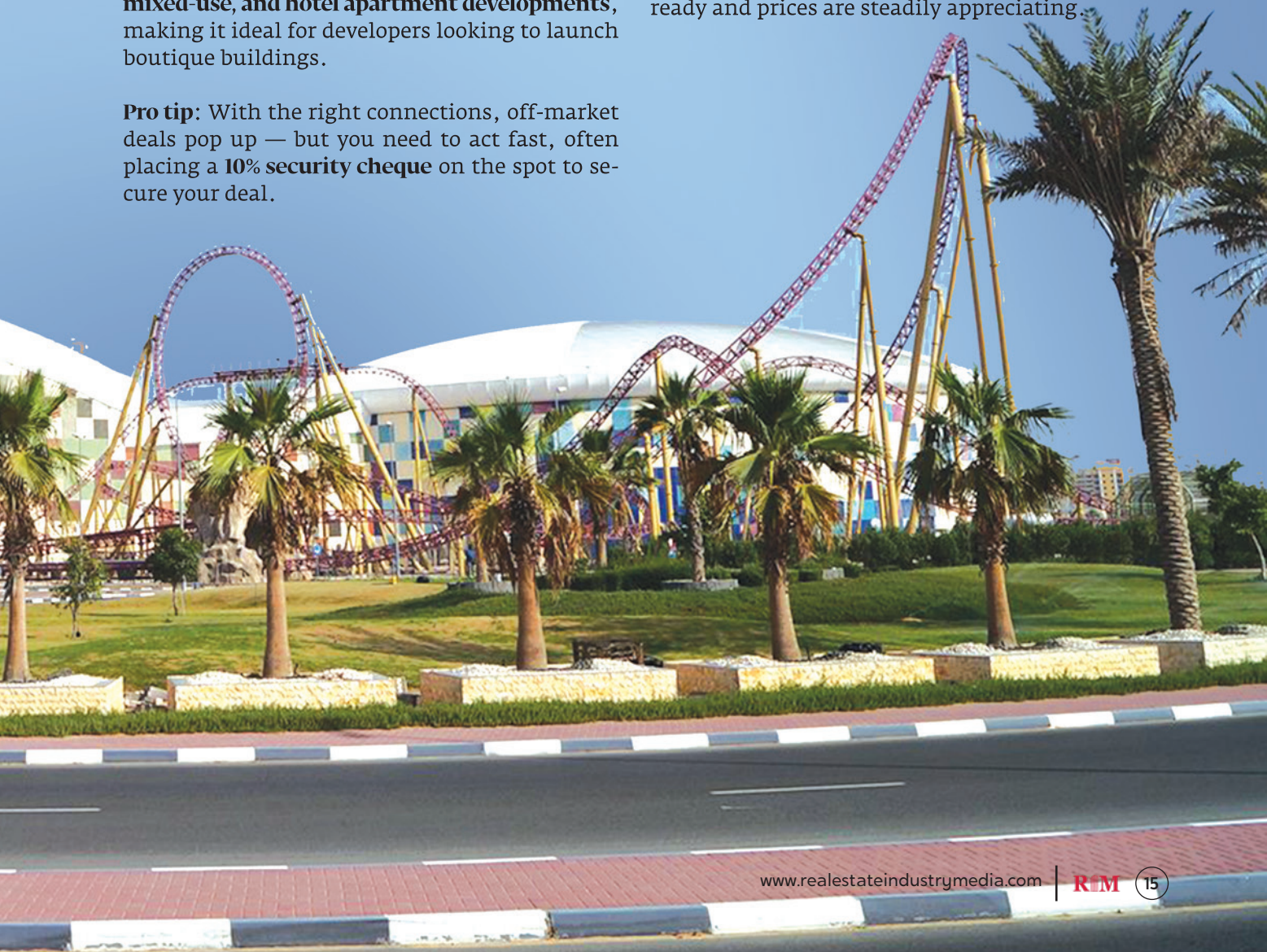
If you dream of building your **own large villa**, or want to develop small residential buildings at incredibly competitive entry prices, **Jebel Ali Hills** is your destination.

10000 sqft G+1 villa plots available from AED 300 to 350 per sqft.

G+4 building plots for apartment projects starting from only AED 6 million.

Located directly on **Sheikh Zayed Road (E11)** near **Dubai Parks & Resorts** and **Last Exit**, just **25 minutes** from **Dubai Marina**.

Ideal for families, custom homes, or boutique developments No other zone offers this size and pricing in a central location Infrastructure is ready and prices are steadily appreciating.





Other High-Demand Areas for Land Investment

In addition to the zones above, these areas are **heating up rapidly** with increasing developer interest:

Dubai Islands: Waterfront lands with hospitality, residential, and retail development potential.

Majan: Located near City of Arabia with multiple G+9 and G+20 zoned plots.

JVC (Jumeirah Village Circle): One of Dubai's most transacted areas; G+4 and G+9 plots in constant demand.

Liwan: A well-planned, mid-income development zone attracting high occupancy and tenant demand.

Meydan: Premium land for ultra-luxury villas and waterfront developments, close to Downtown Dubai.

Final Thoughts: Land Deals Are Not for Beginners

Dubai's land market moves quietly — the best plots never hit the portals. Zoning, feasibility, master-plan fit, and timing matter more than price per square foot. This is a space for insiders.

Serious investors know: success in land comes from working with those who live and breathe it daily — those with access, insight, and strategy.

If you're exploring Dubai's land market, make sure you're guided by someone who truly understands it.

#DUBAI
ISLANDS
Beach



Why Dubai's Position as a Global Business Hub Is Creating Commercial Real Estate Tension

How can a city with one of the most aggressive commercial growth stories in the world be running out of space for the very businesses it attracts?

From Pipeline Freeze to Supply Desert (2009 - 2023)

After the 2008 crisis, annual office completions in the Dubai commercial real estate market collapsed from more than a million square meters to just 194,000 sqm in 2020. Developers paused new schemes; only landmark projects

such as ICD Brookfield Place (1.1 million sq ft, delivered 2020) reached hand-over, leaving a yawning gap in Grade A office space Dubai now craves.

Four Forces That Kept Developers on the Sidelines

Tighter post-crisis lending, repeated oversupply warnings, rising costs after VAT and pandemic-era macro shocks all discouraged speculative builds. Capital shifted to land-banking instead of construction, sowing

the seeds of today's Dubai office space shortage.

Demand Rekindled: Visa Reforms, Re-Openings and Corporate Migration

When Dubai reopened early and introduced long-term Golden and Green visas, global firms flooded back. New office requirements hit 580,000 sq ft in H1 2023 - up 23 % year-on-year. The DMCC free zone alone welcomed 2,692 new companies in 2023, led by finance, tech and professional services.

What Tenants Truly Want in 2025

Occupiers now prize large, contiguous floors, turnkey fit-outs and WELL or LEED certifications. Near-100 % occupancy across top buildings shows that Grade A office space Dubai offers is almost exhausted, while pre-2010 towers struggle to meet ESG and hybrid-work standards.

Sizing the Shortfall

The forward pipeline is thin: ~3million sqft scheduled for 2023-26, much of it already pre-leased. At current absorption, prime space could run out within 12 months, anchoring the city's most pressing UAE real estate investment trends.

Where Tension Is Sharpest

DIFC, Downtown and One Central post sub-2 % vacancy, pushing spill-over into Business Bay and Dubai South - locations that often lack the ESG specs global tenants demand. The imbalance is geographic and technical, not just numeric.

Immediate Market Fallout

Average office rents across 22 sub-markets jumped 45 % year-on-year in Q1 2025. DIFC occupancy has reached 98 % and landlords are locking in five-year leases with annual escalations. Tenants now commit 18-24 months before delivery, evidencing the severity of the Dubai office space shortage.



**Paolo Volani - Real Estate
Writer & International
Property Strategist**

Strategic Risks - and Upside - for Investors

Buying secondary towers without ESG upgrades risks stranded assets once new stock arrives. Conversely, early capital into retrofit-ready or pre-leased core projects commands premium yields, positioning investors to outperform as commercial property investment Dubai realigns in 2027-28.

Bridging the Gap: Policy and Partnership Solutions

Fast-track approvals for high-spec projects, targeted retrofit incentives and developer-investor joint ventures can compress delivery timelines and unlock dormant assets. Data-driven design tools further align supply with actual occupier demand - key to

easing tension without overshooting.

Countering the Key Objection: “Hybrid Work Will Shrink Footprints”

Dubai records office-utilization levels around 80% - the highest in EMEA. Hybrid here means better space, not less space; firms are upsizing for collaboration and brand presence, not downsizing. As a result, demand remains structural despite flexible work practices.

Actionable Playbook for First-Mover Advantage

To convert the current squeeze into opportunity, consider these strategies:

Target flex-enabled shells for adaptive reuse
- reposition stalled cores near transit into premium flex hubs.

Embed occupier analytics into early design
- let license-issuance heat-maps shape floor plates and MEP specs.

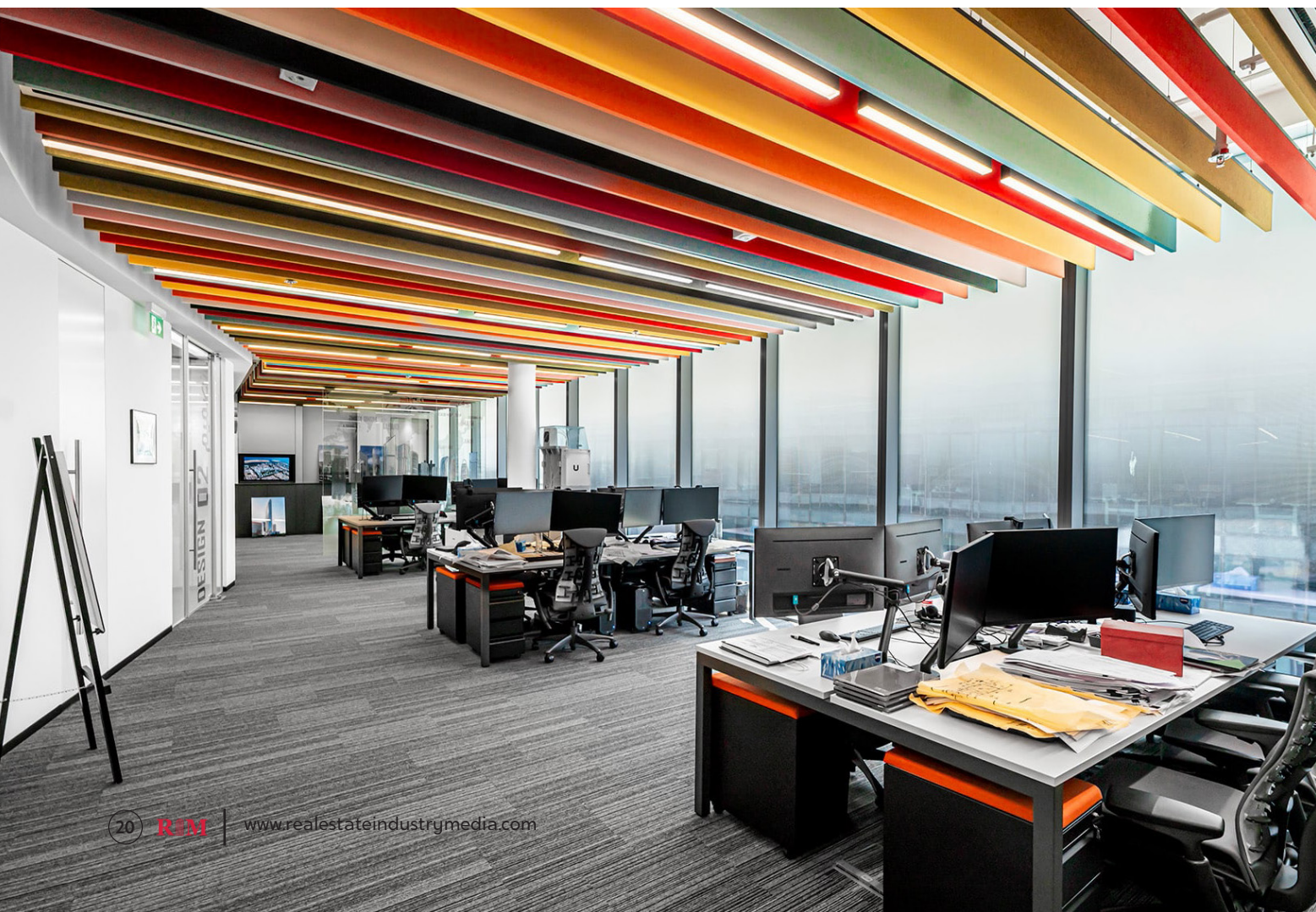
Secure anchor pre-leases via industry clustering - lock in related firms early to validate fringe plots.

Develop vertical zoning for mixed-use resilience - stack coworking, mid-tier and premium suites with separate access.

Create “white-label” office stacks - offer turn-key floors that multinationals can brand as regional HQs.

Closing the Strategy Gap Before the Clock Runs Out

We began by asking why a booming hub lacks space for its own success stories. A decade-long supply drought collided with renewed global demand, creating today’s Dubai office space shortage. Yet tension is not destiny. By aligning capital with clear strategy - building what tenants need, where they need it - investors can shape the next chapter of the Dubai commercial real estate market and lead future UAE real estate investment trends. Act now, before opportunity turns into hindsight.



ABITEC Contracting: The Future of Luxury Villa Construction in Dubai Has Arrived

From Canada to Dubai, ABITEC sets a new benchmark in bespoke architecture and ultra-luxury living.

Charles Kadri Founder & CEO of ABITEC



At RIM we spotlight innovation and excellence in global real estate, RIM proudly features ABITEC Contracting on our July 2025 cover—recognizing their contribution to reshaping the landscape of luxury development in Dubai and beyond.

For developers, investors, and homeowners seeking a partner that understands the language of luxury, ABITEC is more than a contractor—it is a legacy builder.

Where Vision Meets Craftsmanship

In a city renowned for architectural marvels, ABITEC Contracting has rapidly emerged as the gold standard in bespoke luxury villa construction. With a legacy that began in Canada in 1976, and projects spanning from Qatar to Cameroon,

ABITEC's arrival in Dubai marks a new chapter in ultra-premium real estate development.

From Emirates Hills to Palm Jumeirah, Sobha Hartland to Tilal Al Ghaf, ABITEC's name is quietly but powerfully shaping some of the most elite neighborhoods in Dubai. Their projects are not just built—they are crafted with precision, elegance, and an unrelenting commitment to excellence.

Quality is the Best Business Plan

At the heart of ABITEC's philosophy is a simple yet powerful belief: Quality is the best business plan. Every villa designed and built by ABITEC is a masterclass in detail, energy efficiency, and future-ready living. These residences are not just homes—they are landmarks, engineered to be off-grid capable, environmentally forward, and entertainment-ready.

Their turnkey design & build model allows clients to entrust their entire vision—from initial sketches to final finishes—to one trusted partner. The result? Seamless execution, reduced risk, and a product that consistently exceeds expectations.





A Global Footprint, A Personal Commitment

Under the visionary leadership of Charles Kadri, ABITEC's founder and CEO, the company continues to expand its footprint across continents while staying true to its core mission—enhancing lives through timeless design and enduring construction quality.

“The best business advice I ever received was: Don't think about what you can get—think about what you can give to other people's lives,”

says Charles. “At ABITEC, we don't just build homes. We build trust, we build legacies, and most importantly—we build dreams.”

Cameroon, Canada, Dubai: One Vision, One Standard In addition to its elite projects in Dubai, ABITEC has been exclusively appointed to design and construct the first ultra-luxury off-grid villa in Cameroon, complete with private roads and infrastructure. The project is a testament to ABITEC's versatility and its capability to deliver at the highest level, anywhere in the world.

With each structure, ABITEC bridges time and space—combining decades of architectural evolution with cutting-edge technology and timeless design principles.

Why ABITEC is the Contractor of Choice for Dubai's Elite

Design & Build Expertise: A single point of accountability ensures superior quality and reduced delays.

Sustainability Leadership: Energy-efficient, off-grid-ready homes tailored to the demands of tomorrow's buyers.

Global Standards, Local Knowledge: International experience blended with deep understanding of Dubai's premium real estate market.

Client-Centric Philosophy: Every project is guided by ABITEC's commitment to service, transparency, and exceeding expectations.





The Global Shift to Tokenized Real Estate: Smarter, Faster, and Borderless Investing Is Here

From Dubai to the U.S., tokenized real estate is unlocking global access, enhancing liquidity, and attracting next-generation investors. Here's what every savvy stakeholder must know in 2025.



James Anderson, Chief Editor

What Is Real Estate Tokenization?

Real estate tokenization refers to the process of converting ownership of a physical property into digital tokens using blockchain technology. Each token represents a fractional share of the asset and can be traded on regulated or permissioned blockchain platforms—similar to the way shares are traded in financial markets.

This innovation offers the promise of global access, enhanced liquidity, and reduced entry barriers for both retail and institutional investors.

Global Leaders in Tokenized Real Estate (2025)

Country	Platforms	Status & Activity
UAE (Dubai)	Prypco, Ctrl Alt, Ejari Token	Regulated pilot phase, sandbox programs under review
USA	RealT, Lofty, RedSwan	SEC-compliant, \$5B+ in tokenized assets
Germany	Brickblock, iFunded	EU-regulated, tokenized multiunit projects
Switzerland	Mt Pelerin	Custody-grade tokenization with institutional backing
Singapore	ADDX, Propine	MAS-regulated, global investor access
Saudi Arabia	droppRWA (sandbox)	Early-stage testing in regulatory sandbox

Global Market Snapshot

Dubai: Exploring Regulated Tokenization

Dubai has positioned itself as a pioneer in real estate innovation, with government-led initiatives around blockchain integration and smart contracts. In recent years, Dubai's Dubai Land Department (DLD) and related authorities have launched pilot programs and regulatory sandboxes to evaluate the feasibility of tokenized property ownership.

While platforms like Prypco and Ctrl Alt have announced real estate tokenization services, these currently operate under limited pilot approval and are not yet part of a fully licensed, publicly traded ecosystem. As of mid-2025, tokenized property sales are largely restricted to UAE residents and fiat currency, with Ejari-based smart contract models under technical evaluation.

Forecasts suggest Dubai aims to tokenize up to 7% of its property market (~AED 60 billion or USD 16 billion) by 2033, though no official figures have confirmed a \$399 million monthly transaction volume in tokenized assets. Market observers believe this figure may reflect broader digital transactions, rather than licensed token sales alone.

Key Developments:

Regulated pilot programs for blockchain-based transactions

Early-stage platforms: Prypco, Ctrl Alt, Ejari Token (experimental model)





August 2020



DLD's public commitment to digital innovation and smart property transfers

United States: Leading in Regulated Adoption

The U.S. has emerged as a leader in regulated real estate tokenization. Platforms like RealT, Lofty, and RedSwan CRE operate under SEC compliance, allowing fractional ownership of residential and commercial properties through tokenized shares.

Market Size: Estimated over \$5 billion in tokenized U.S. real estate

Minimum Investment: Often as low as \$50 per token

Income Model: Monthly rental yields via smart contracts

These platforms have enabled thousands of micro-investors to access property markets in high-value cities—without the burden of full ownership or property management.

Europe & Asia: Regulatory Evolution and Institutional Growth

Germany and Switzerland continue to lead Europe in regulatory clarity, enabling platforms like Brickblock, iFunded, and Mt Pelerin to tokenize multi-unit and commercial projects.

Singapore is a trailblazer in Asia, with Monetary Authority of Singapore (MAS)-regulated platforms such as ADDX and Propine offering access to tokenized, institutional-grade real estate.

Indonesia and Saudi Arabia have launched regulatory sandbox programs to test national-level frameworks for tokenized asset trading.

Why It Matters: The Investor Perspective

Fractional Ownership – Lower entry barriers to high-value property.

Global Access – Borderless investing using digital wallets .

Liquidity – Resale potential via emerging secondary markets.

Transparency & Security – Immutable blockchain-backed records .

Rental Income – Real-time distribution via smart contracts .

Tokenized real estate is especially appealing to next-generation investors seeking passive income and diversification without traditional real estate friction.

Timeline: Tokenization Milestones

2017 – First tokenized hotel (AspenCoin, USA)

2021 – Swiss banks integrate tokenized property custody

2023 – Dubai DLD announces blockchain integration roadmap

2025 – Pilots expand across Dubai, U.S., and South-east Asia

2033 (Forecast) – Dubai aims to tokenize 7% of property market (~USD 16B)

A Market in Motion

Real estate tokenization is no longer a theoretical innovation—it's an emerging investment reality. While still in early stages in most jurisdictions, 2025 marks a major turning point, with cities like Dubai, Miami, Zurich, and Singapore laying the groundwork for future-ready property ecosystems.

As global frameworks mature and investor trust grows, tokenization may redefine how we understand ownership, liquidity, and accessibility in the global property market.



Global Spotlight: Golf Grove by Regent Developments Redefines Boutique Urban Living from Dubai to the World



regent
DEVELOPMENTS

TIMELESS BY DESIGN

As global demand shifts from mega-projects to smartly designed, lifestyle-driven communities, RIM—an international real estate publication based in Canada—remains committed to spotlighting developers that embody this next chapter of urban living. Across thriving investment hubs like Dubai, we're seeing a clear move toward boutique-scale, high-impact developments that prioritize experience over excess.

At the forefront of this evolution is Regent Real Estate Development Dubai, a rising name capturing the attention of global investors with its inaugural project: Golf Grove. Nestled in Dubai Production City and overlooking the prestigious Jumeirah Golf Estates, this low-density, design-forward residential building is setting a new standard for what urban luxury can look like—elegant, efficient, and deeply livable. With wellness amenities, smart-home technology, and strong capital growth potential, Golf Grove is more than just a project—it's a signal of where discerning buyers are headed next.

Boutique is the New Bold:

Regent Developments makes a powerful debut with Golf Grove—an exclusive residential project in Dubai blending golf course views, wellness living, and global investor appeal. RIM spotlights this rising brand redefining urban luxury at a human scale.

Golf Grove by Regent: Boutique Living with a Golf Course Backdrop

Overlooking the scenic fairways of Jumeirah Golf Estates, Golf Grove represents a new benchmark in low-density, lifestyle-oriented developments. Located in a quiet cul-de-sac of Dubai Production City (formerly IMPZ), the project delivers on three key urban living demands: connectivity, comfort, and community.

With just 98 freehold residences on offer—including studios, 1-bedroom apartments, and rare garden suites—Golf Grove avoids the mass-housing model, instead appealing to buyers seeking quality over quantity, and lifestyle over layout.

Location: Quiet, Connected, and Emerging

Dubai Production City has long remained under the radar despite its strategic positioning. But





**DO IT
NOW.
SOMETIMES
LATER
BECOMES
NEVER.**

that's beginning to change. Surrounded by key transport arteries and within 15 minutes of Expo City, Dubai Marina, and Palm Jumeirah, the district is quickly evolving into a viable alternative for buyers priced out of the traditional hotspots. Golf Grove's specific location, adjacent to Jumeirah Golf Estates, brings not just tranquility, but value—backed by panoramic golf views and easy access to three major highways: Sheikh Zayed Road, Al Khail Road, and Sheikh Mohammed bin Zayed Road.

Design & Details: Where Architecture Meets Function

Golf Grove's interiors are defined by a clean, European-inspired aesthetic:

Large-format Italian travertine tiles

TEKA kitchen appliances

Smart home systems by Orbivo

Concealed cabinetry and ergonomic layouts

High-speed elevators, 24/7 security, and concierge services

The project's limited inventory includes:

Studios from 399–430 sq. ft. | Starting AED 586,000

1-Bedrooms from 671–878 sq. ft. | Starting AED 902,000

Garden Suites up to 1,173 sq. ft. | Starting AED 1.04 million

Each unit is designed to maximize light, storage, and efficiency—catering to modern-day end users, investors, and remote-working professionals.

Amenities with Purpose

Golf Grove integrates work-life balance through thoughtfully curated wellness and leisure offerings:

Rooftop infinity pool with panoramic views
Cold plunge, steam/sauna rooms, and yoga deck

Outdoor cinema, BBQ area, and co-working lounge

Golf simulator, pet-friendly garden, reflection courtyard

Smart lockers, children's splash zone, and a fitness center

Rooftop café and multi-level landscaping

This mix of resort-style features within a compact community reflects a trend RIM is closely tracking: the rise of “integrated vertical villages” in Dubai's mid-density zones.

Construction Timeline & Investment Snapshot

Developer: Regent Real Estate Development

Construction Started: January 3, 2025

Handover Expected: Q2 2027

Payment Plan:

10% on booking

10% on SPA signing

40% during construction

40% on handover

Freehold Ownership is available for all nationalities, with residency incentives:

2-Year Visa with AED 750K+ investment

10-Year Golden Visa with AED 2M+ investment

Why It Matters: A Developer to Watch

In a city where megaprojects often dominate headlines, Regent is quietly establishing itself as a boutique developer with a refined vision: fewer units, higher quality, better experience.

Golf Grove's expected rental yields (8–9% for studios, 6–7% for 1-beds), coupled with its lifestyle proposition and accessible pricing, position it uniquely within Dubai's increasingly segmented market. For RIM, it signals a promising move toward more intimate, end-user-focused development strategies—a trend we believe is here to stay.

In highlighting Golf Grove by Regent, we are not merely profiling a project—we are documenting a shift. One where urban living meets mindful design, and where developers like Regent are stepping up to serve a growing demographic of residents who want more than just an address—they want a lifestyle.

Golden Opportunity: Bosnia property Show 2025 Unveils a New Chapter for Real Estate Investment

Where East Meets West—and Investment Meets Opportunity

Sarajevo is often described as the city “where East meets West,” and this cultural richness extends to its property market. From hillside villa plots to modern urban apartments, Bosnia’s capital and surrounding regions offer real estate options that are still undervalued compared to neighboring EU countries.

Bosnia Property Show 2025 is the gateway to these opportunities—not only for investors from Europe and the Middle East, but also for global firms seeking early access to a region with growing tourism, EU-accession prospects, and a favorable business environment.



Bosnia
PROPERTY SHOW

SARAJEVO | 28 - 30 AUGUST 2025

Sarajevo is set to become the epicenter of real estate attention in Southeast Europe as it hosts the much-anticipated Bosnia Property Show (BPS) 2025, from August 28 to 30. Held in front of ARIA Mall, one of the capital's prime business zones, the show offers a gateway into the rapidly evolving property and investment landscape of Bosnia and Herzegovina.

As a proud Media Partner, RIM (Real Estate Industry Media) supports this high-impact event that uniquely combines local insight and international outreach. BPS 2025 presents a rare opportunity for real estate developers, investors, architects, consultants, and financial institutions to connect with thousands of potential buyers and business leaders under one roof.

What makes BPS stand out? It's more than just an exhibition. With Bosnia emerging as a hidden gem in European property, this show highlights affordable land, scenic villa plots, and investment-ready projects—ideal for both entry-level buyers and seasoned investors.

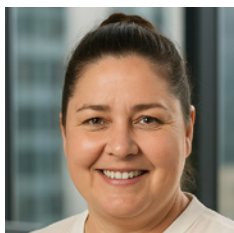
Exhibit, Sponsor, or Be Featured in the E-Booklet Participants can take advantage of various platforms: become an exhibitor, gain visibility as a sponsor, or be showcased in the BPS 2025 e-booklet—reaching a global audience both on-site and online. The event draws companies across sectors including construction, interior design, furniture, banking, and engineering, offering rich networking and collaboration prospects.

With Sarajevo's strategic location, stable economy, and rising global interest, the Bosnia Property Show is not just an event—it's a strategic move for those seeking fresh opportunities in a high-growth region.

Don't Miss Out: Register or learn more at bosniapropertyshow.com

—RIM Editorial Team **RIM – Real Estate Industry Media | International Media Partner**





By Alison Jones
Executive Editor

Toronto's once-booming real estate market is now entering unfamiliar territory. In 2025, 7% of homes sold so far have closed at a loss, marking a significant shift in sentiment across the Greater Toronto Area.

The condo sector, once a symbol of consistent growth, has been hit the hardest. Since 2024, over a dozen condo projects have been cancelled, placed into receivership, or converted into rentals—wiping thousands of units from the development pipeline. Sales are down sharply, and resale prices have dropped 13% from their 2022 peak, creating losses for many recent buyers and investors.

Behind the decline is a combination of high borrowing costs, an overbuilt market, and economic uncertainty. Developers are pausing launches, while inventory levels continue to climb. In some pockets, there are more than four years' worth of unsold condos—an unprecedented supply glut.

Even the low-rise and detached segments, once resilient, are feeling the pressure. The average detached home price has fallen over 5% year-over-year, and properties are taking longer to sell, often below asking price. Listings are up, buyer urgency is down, and investor confidence has cooled.

Still, the downturn offers opportunity. With more negotiating room and longer days on market, first-time buyers and long-term investors may find value—especially in underpriced or overlooked neighborhoods. However, risks remain. Affordability challenges, rate uncertainty, and delayed construction activity could prolong the recovery.

Toronto's market isn't crashing—but it is correcting. For industry professionals and investors, the path forward will demand sharper strategy, better timing, and a return to fundamentals.

Toronto in Transition: Market Correction or Long-Term Shift?





Burhan Hussain: Guiding Investors Through Dubai's Emerging Hotspots



At RIM, we spotlight professionals shaping the future of real estate with expertise, integrity, and vision. One such standout is Burhan Hussain, a seasoned advisor whose work across ready, off-plan, and land investments has made him a trusted name among individual investors and industry insiders in Dubai.

With over 14 years of experience in the UAE's dynamic property landscape, Burhan is recognized not only for his sharp market insight but also for his ability to turn complex opportunities into sound, long-term investment strategies. His portfolio spans high-growth areas such as Dubai Marina, Sobha Hartland, City of Arabia, Meydan, and Dubai Islands, where he has success-

fully guided both new and seasoned investors.

A graduate in Business Administration, Burhan combines academic grounding with hands-on expertise. His core strengths include portfolio development, investment planning, and land acquisition, supported by a solid background in CRM, leadership, and project execution. Fluent in English and Hindi, he is known for his clear communication, strategic thinking, and client-first approach.

As Dubai continues its transformation through bold urban planning and large-scale developments, professionals like Burhan are not just facilitating transactions—they're helping shape investor confidence and the future of the city itself.

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A scenic view of a village with traditional wooden houses and a waterfall in a lush green forest. The houses have dark wooden roofs and are built on stilts. A waterfall flows through the center of the village. The background is a dense forest of green trees, and the sky is blue with some clouds. The foreground shows the top of some trees and the waterfall.

Bosnia's Rising Real Estate Scene: Affordable Homes, Farmland Deals & Foreign Interest

Bosnia and Herzegovina, once a hidden gem of the Balkans, is now gaining momentum in the real estate world. With its natural beauty, affordable property prices, and increasing diaspora investment, this small country is quietly turning into a smart choice for real estate buyers — especially those from the EU, Middle East, and Turkey.



Residential Real Estate: Still Affordable for Foreign Buyers

Bosnia offers some of the most budget-friendly real estate in Europe:

City	Average Apartment	Price/m ² USD Equivalent
Sarajevo	BAM 3,000–3,800	~\$1,650–2,100
Mostar	BAM 2,500–3,200	~\$1,375–1,750
Banja Luka	BAM 2,700–3,500	~\$1,500–1,900

Detached homes with land can be purchased for under USD 100,000 in suburban or hillside areas. Renovated apartments in central Sarajevo still cost 40–60% less than in Western Europe.

Farmland: An Underappreciated Asset

Bosnia's farmland market is attracting quiet interest from:

- Organic food exporters
- Eco-village developers
- Gulf-based investors seeking self-sufficiency

Average Farmland Prices (2025)

- Central Bosnia: €0.75–1.5/m²
- Herzegovina (sunny region): €1.2–2.5/m²
- Near rivers: Slightly higher due to irrigation

Foreigners can own farmland through registered local companies. Many are investing for agriculture tourism, beekeeping, and olive farming.

Can Foreigners Buy Property in Bosnia?

Yes — under certain conditions:

Foreign individuals can buy residential and commercial property freely if there's reciprocity with their country (e.g., EU, Turkey, UAE, Canada).

For farmland or large plots, foreigners must register a Bosnian company.

No dual taxation treaties exist with Canada and most EU states.

Legal tip: Always do due diligence with a local notary or bilingual lawyer.

Construction & Infrastructure Growth

Bosnia is seeing a gradual boom in urban construction and renovation:

New residential buildings in Sarajevo's Ilidža, Novi Grad, and East Sarajevo

Smart buildings and energy-efficient apartments promoted with EU-backed loans

Construction costs in 2025 average €750–950/m², depending on material source

Highways and cross-border rail links (Croatia, Serbia) are being improved with EU IPA funds and World Bank support.



Foreign Buyers Profile

Diaspora from Germany, Sweden, and Austria

Investors from UAE, Turkey, and Kuwait

Tourism entrepreneurs building mountain lodges and Airbnb rentals in Mostar and Blagaj

Market Outlook 2025–2027

With Bosnia's candidacy for EU accession, prices are projected to rise 6–8% annually in prime areas like Sarajevo and Mostar. Farmland may appreciate faster due to its current undervaluation.



Keturah Ardh: Planting the Seeds of a Legacy City

Keturah Ardh by MAG: Moafaq Ahmad Al Gaddah's Vision for Sustainable Luxury in Dubai's Next Growth Corridor

An 18-million-square-foot blueprint for future-focused investors and legacy-minded families.



Zulfiqar Ali

In a city synonymous with futuristic skylines and boundless ambition, the Keturah Ardh development dares to look inward—to the soil, to the self, and to the soul of place. While Dubai evolves vertically with towers that scrape the heavens, Keturah Ardh reimagines what it means to live, grow, and belong—with roots firmly grounded in land, heritage, and human well-being.

This is not a project. It is a philosophy.

A City Within a City, Inspired by the Earth

Spanning a massive 18 million square feet in Dubai's emerging urban expansion corridor, Keturah Ardh is designed not just to house lives but to transform them. The project's very name is steeped in meaning—Ardh, Arabic for “land,” is both a literal and symbolic foundation. This is where homes are shaped as heirlooms, and neighborhoods as living legacies.

Guided by the visionary Talal M. Al Gaddah, the development follows a new urban archetype—an immersive blend of sustainability, spirituality, and biophilic design principles. Every tree planted, every path curved, and every home crafted is in service of long-term harmony between human life and natural ecosystems.

The Soul of 'Life-Scaping'

Keturah Ardh pioneers what it calls Life-Scaping—a holistic design language where the built and the natural do not compete, but coexist. Here, wellness isn't an amenity. It's a way of being.

Over 100,000 trees will line walkways and courtyards, forming green corridors that act as natural cooling systems and biodiversity hubs. Sunlight filters through mature canopies. Rain gardens and permeable landscapes purify the air and water. In this private city, the architecture listens—inviting stillness, reflection, and

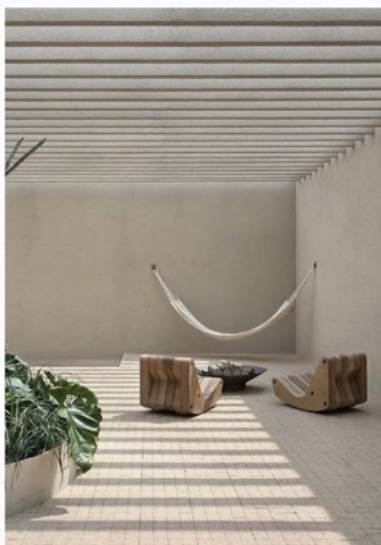
growth.

From sunrise yoga in pavilions to shaded co-working spaces surrounded by native flora, each element of daily life has been mindfully choreographed. Keturah Ardh is not merely functional. It's poetic.

Beyond Sustainability: Certified Well-Being

While sustainability has become an overused marketing trope, Keturah Ardh applies it with rigour and accountability. The community is designed in alignment with the Dubai 2040 Urban Master Plan, prioritizing green mobility, walkability, and smart infrastructure.

More importantly, it aspires to become the first major Dubai community to be both LEED for Neighborhood Development and WELL Building Standard certified—two global benchmarks that measure real impact on human health, not just carbon emissions.



As part of the broader Keturah trilogy—which includes the already acclaimed Keturah Reserve and Keturah Resort—the Ardh phase represents the culmination: a city formed not from concrete ambition, but conscious intention.

A Place for Generations, Not Just Investors

For all its luxury positioning, Keturah Ardh does not cater to transient buyers. This is a community for visionaries—for families, creatives, and changemakers who seek permanence in a world of volatility.

Dubai's investment landscape continues to attract capital from across the globe. But what sets Keturah Ardh apart is its offering of something capital alone cannot buy: legacy. A community that carries its own story. A home

where generations can grow into shared values of care, culture, and continuity.

Editor's Note: A New Real Estate Language Emerges

At RIM, we have chronicled Dubai's transformation for nearly two decades. We've covered the record breakers, the skyline changers, and the market movers.

But Keturah Ardh represents something deeper—a recalibration of what the future of real estate could mean. It is at once rooted and revolutionary. Intimate yet ambitious. Designed for both the earth and the individual. This is not just a new chapter for Dubai. It's a new vocabulary for real estate altogether.

PLANT YOUR ROOTS. WATCH YOUR LEGACY GROW





Properties Bosnia

• Location: Gladno Polje, Sarajevo

Beautiful Family House in Sarajevo

- 130m2 of House | 1080m2 of Land
- 25 minutes from the Center of Sarajevo



Price:

135.000€



Perfect Vacation House

First floor: spacious living room, kitchen with dining room and modern bathroom
Second floor: comfortable bedroom and additional bathroom

The property comes with complete furniture, ready to move in without additional investments. The heating is on wood, and the building also has a garage with a digital door, which adds to the comfort.

In the yard, there is a beautifully arranged recreation area - spacious, ideal for family gatherings and relaxing in the fresh air. The entire property is fenced, providing maximum privacy and security.

ADVANTAGES

- ☒ Ready to move in immediately
- ☒ Furnished
- ☒ Garage with automatic door
- ☒ Spacious, fenced yard
- ☒ Great in the garden
- ☒ Peaceful and quiet location, but close to the city

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