

Q3 REPORT • OCT 2026

More deals. Different realities.

The correction is here.

Its impact depends on where you look.



Alastair Sherriffs
Co-Founder, Tribe

Scope: Completed apartment and villasales, plus new and renewed residentialleases

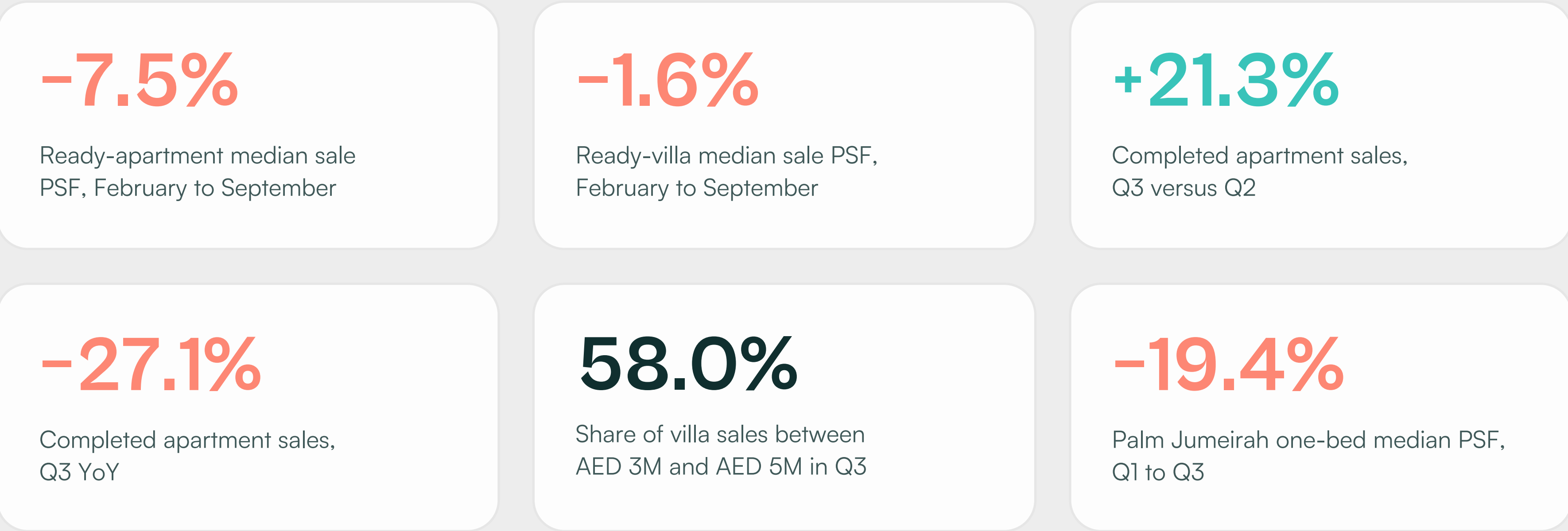
Sources: Tribe analysis of Dubai Land Department data via Prop-AI • Tribe Q1 and Q2 2026 market reports



The correction is here.

Its impact depends on where you look...

Q3 IN SIX NUMBERS

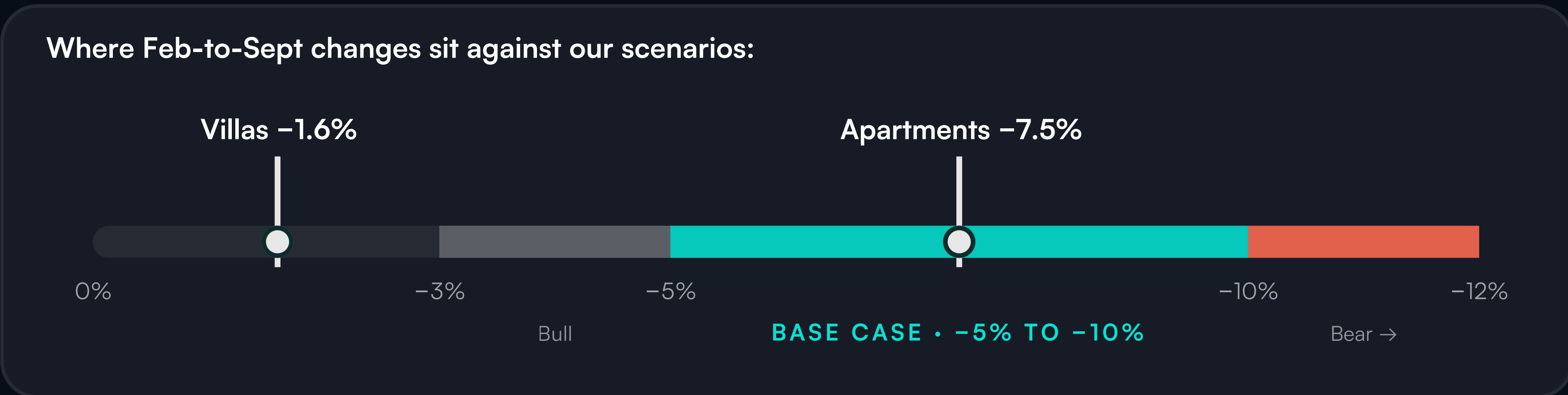


What we measure, and what we leave out:

We examine registered sales of completed apartments and villas across Dubai, including developer sales and resales. **We exclude off-plan properties, villa land, plots and commercial property.** Community comparisons name the area, property type and bedroom category being measured. Rental analysis separates new leases from renewals and focuses on annual rent p/sq ft.

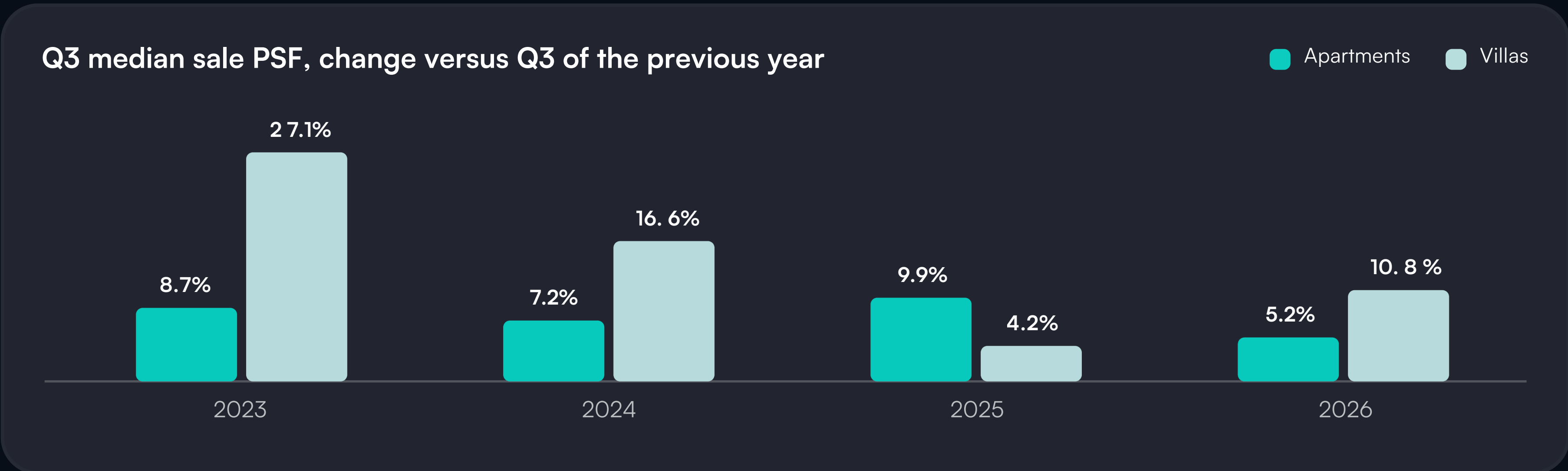
We expected a 5–10% correction. Apartments are down 7.5%.

► Our earlier reports set out a base case of a managed correction, with a possible floor around Q4.



Apartments are within the correction range we anticipated. However, reaching that range does not establish a floor.

The annual comparison still captures earlier gains: Q3 apartment median PSF remained 5.2% above Q3 2025, and villas 10.8% above. For context, apartment Q3 year-on-year increases were 8.7% in 2023, 7.2% in 2024 and 9.9% in 2025; villas recorded 27.1%, 16.6% and 4.2%.



Prices can remain above last year while falling from more recent levels. Monthly Feb-Sept and quarterly year-on-year comparisons use different periods. Transaction medians reflect the homes sold, rather than changes in the value of an identical property.

Palm -19%, Springs -14%

The headline hides the differences.

► The overall median **conceals much larger changes** in individual segments, and selected increases elsewhere.



Palm's one-bedroom median fell from AED 3,009 to AED 2,424 per sq ft. **A considerably larger adjustment than the overall apartment headline.**

Springs' two-bedroom villas also weakened materially, despite the relative stability of the overall villa median.



i A market-wide figure cannot describe every community, or every property within it.

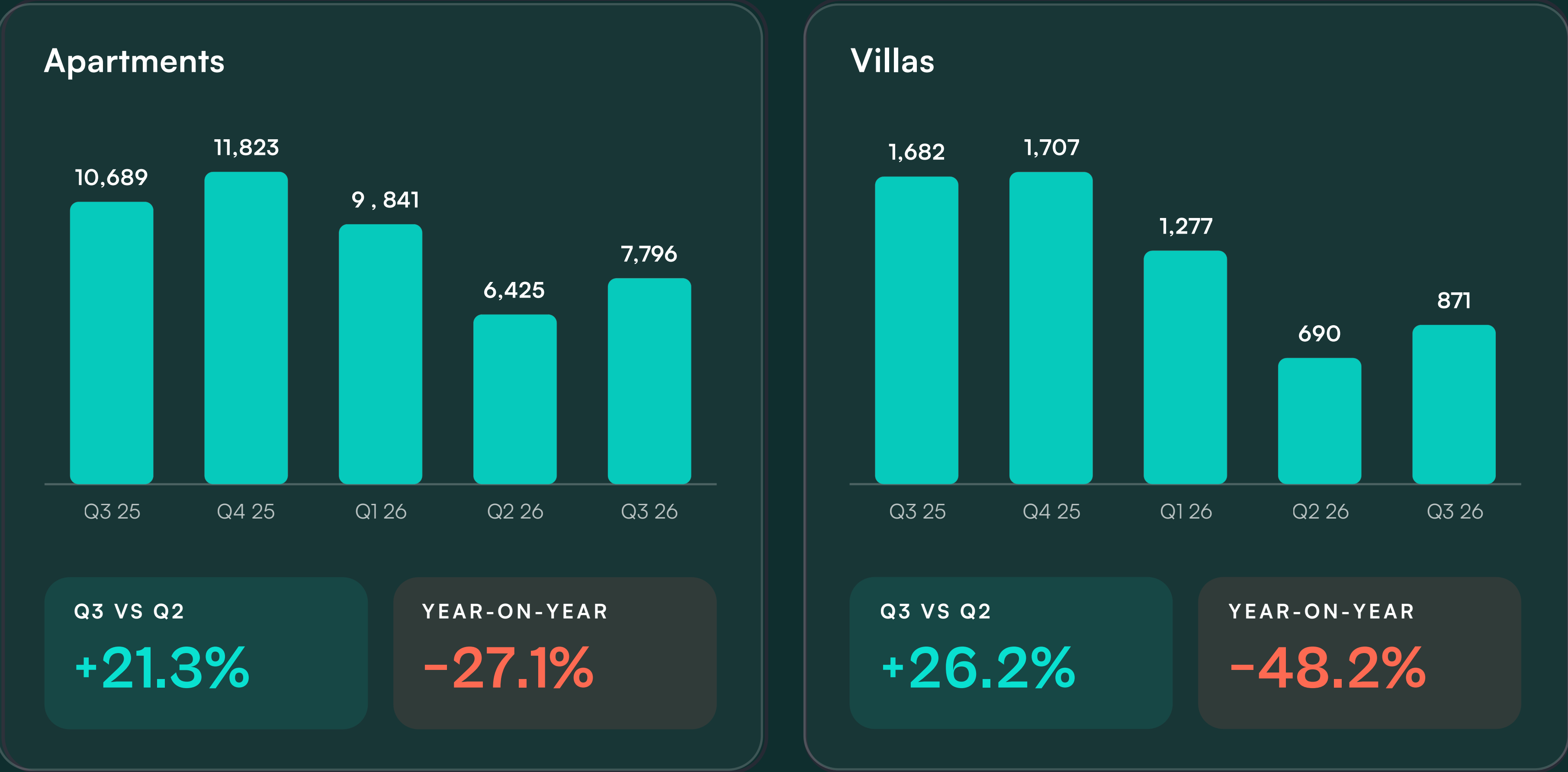
Selected examples, not an exhaustive ranking. Smaller samples are indicative: Downtown studios had 17 sales in each quarter; Dubai Hills three-bedroom villas had 24 and 13. Other rows had at least 20 sales in both quarters. Building and property composition can affect these changes.

Sales rebounded. The shortfall remains.

► More completed homes sold in Q3 than in Q2. Activity remained substantially below a year earlier.



Across Dubai: registered completed apartment and villa sales, by quarter



Meanwhile, median sale prices per square foot fell 1.6% for apartments and 0.5% for villas between Q2 and Q3.

Our previous reports followed the slowdown and the buyer/seller standoff. **Q3 shows more transactions completing while prices continue to adjust.**

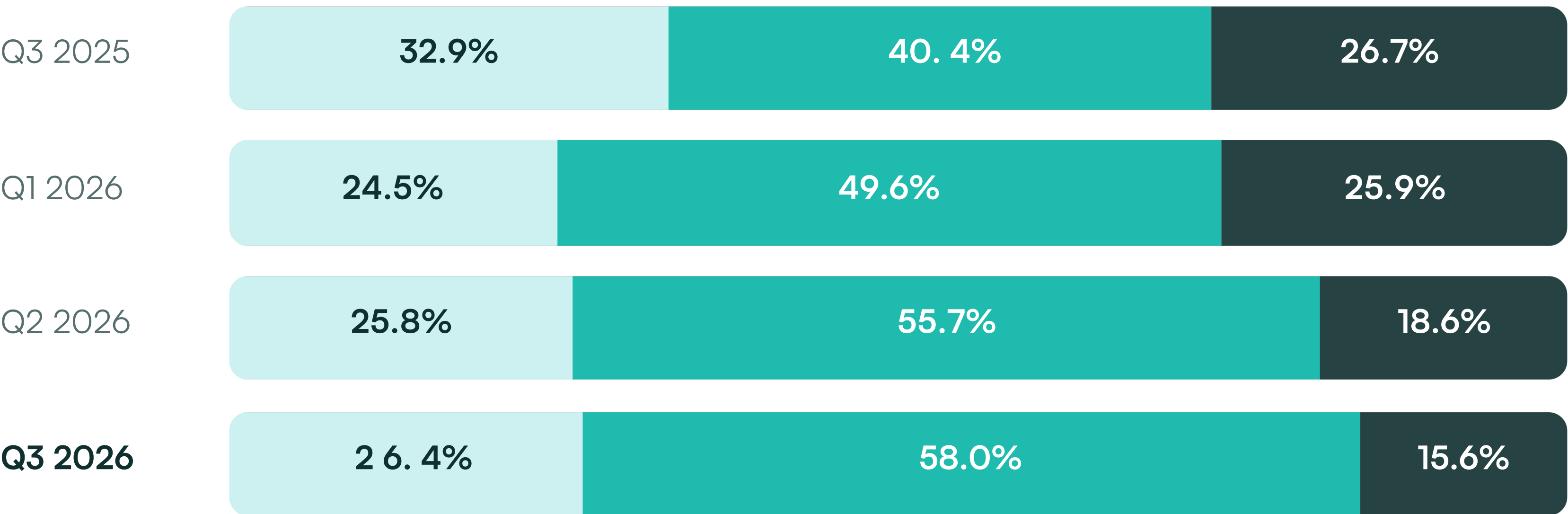
i The improvement is meaningful... However, it has not restored earlier levels of activity.

Nearly **6 in 10** villa sales now sit between **AED 3-5m**.

► The number of sales has changed and so has their composition.

Across Dubai: share of completed villa sales by total purchase price

Below AED 3m AED 3m to under AED 5m AED 5m and above



AED 3-5M VILLA SALES, Q3

679 → **505**

Sales in the bracket still fell YoY.
Its share increased because transactions
elsewhere fell more sharply.

Apartments showed a smaller shift

Share of completed apartment sales by purchase price:

Below AED 1m	46.1% → 42.6%
AED 1m to under AED 2m	30.9% → 31.8%
AED 2m to under AED 3m	12.1% → 14.7%
AED 3m and above	10.9% → 10.9%



A different selection of homes is setting the headline median.

Shares measure transaction counts. Total purchase price is different from price per square foot. Changes can reflect size, location, quality or prices crossing bracket boundaries. These figures do not quantify how much the changing mix explains the movement in median PSF.

Prices have fallen... But have they fallen far enough for buyers?



► Our interpretation is that **the standoff has eased, rather than disappeared.**

Buyers have seen meaningful reductions in some segments. **Those expecting further falls may see a reason to wait.**

Sellers unwilling or unable to accept lower offers may also hold back...that allows more transactions to complete without a broad recovery taking hold.

BUYERS

Some may be waiting
for a lower entry price.

SELLERS

Some may still be waiting
for a better offer.

! The distinction matters...

A rebound in completed sales **shows that more agreements are being reached.** It does not tell us whether the wider gap between buyer and seller expectations has closed.



The next test is whether improving activity is accompanied by broader price stability.

JLT bounced.

Business Bay kept adjusting.

► The quarterly path reveals where improvement has begun and where prices continue to soften.



Selected communities: ready one-bedroom apartment median sale price per sq ft					
AREA	Q1 2026	Q2 2026	Q3 2026	PATH	Q3 VS Q2
JVC	AED 1,356	AED 1,265	AED 1,208		- 4.5%
Business Bay	AED 2,025	AED 1,937	AED 1,817		-6.2%
Downtown Dubai	AED 2,376	AED 2,282	AED 2,250		-1.4%
Dubai Hills Estate	AED 2,316	AED 2,204	AED 2,153		-2.3%
JLT	AED 1,379	AED 1,301	AED 1,357		+ 4.3%

JLT

+4.3%

-5.1%

Q3 vs Q2

vs Q3 2025

JLT's quarterly rebound left its median 5.1% below Q3 last year.

BUSINESS BAY

-6.2%

+1.6%

Q3 vs Q2

vs Q3 2025

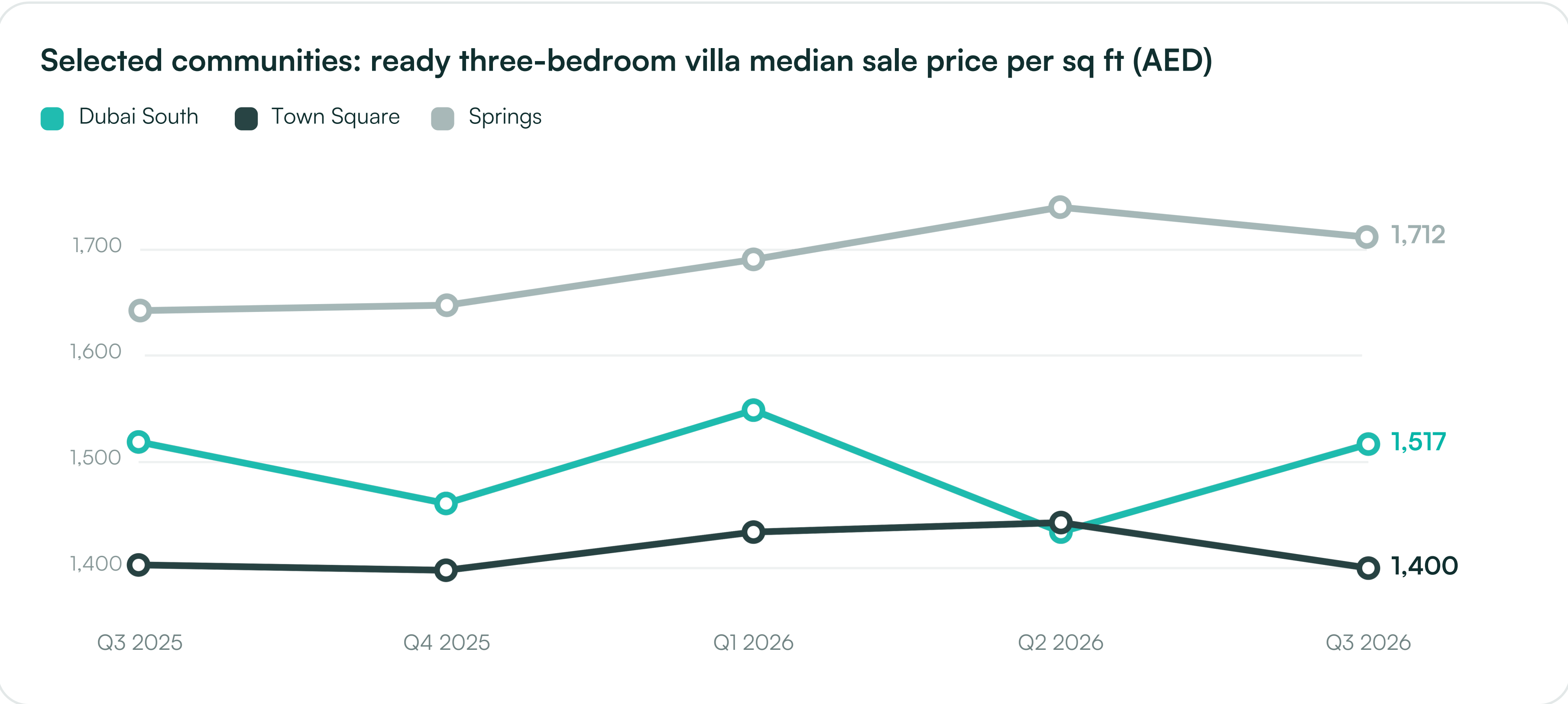
The opposite combination: a further quarterly decline, but a median still above a year earlier.

i A rebound can leave earlier losses intact. An annual gain can conceal recent weakness.

All comparisons shown have at least 20 sales in each quarter. The properties and buildings sold can still differ.

Villa resilience depends on which villas you mean...

► Our Q2 report described villa prices as resistant while sales activity weakened. The longer community histories show several different paths.



Dubai South

+5.8%

-0.1%

Latest quarter

Latest year

Recovered much of its Q2 decline, finishing almost level with a year earlier.

Town Square

-3.0%

-0.2%

Latest quarter

Latest year

Gave back its modest 2026 gains.

Springs

-1.6%

+4.2%

Latest quarter

Latest year

Softened in Q3 but retained an annual gain. Its two-bedroom segment fell 14.3% from Q1 to Q3.

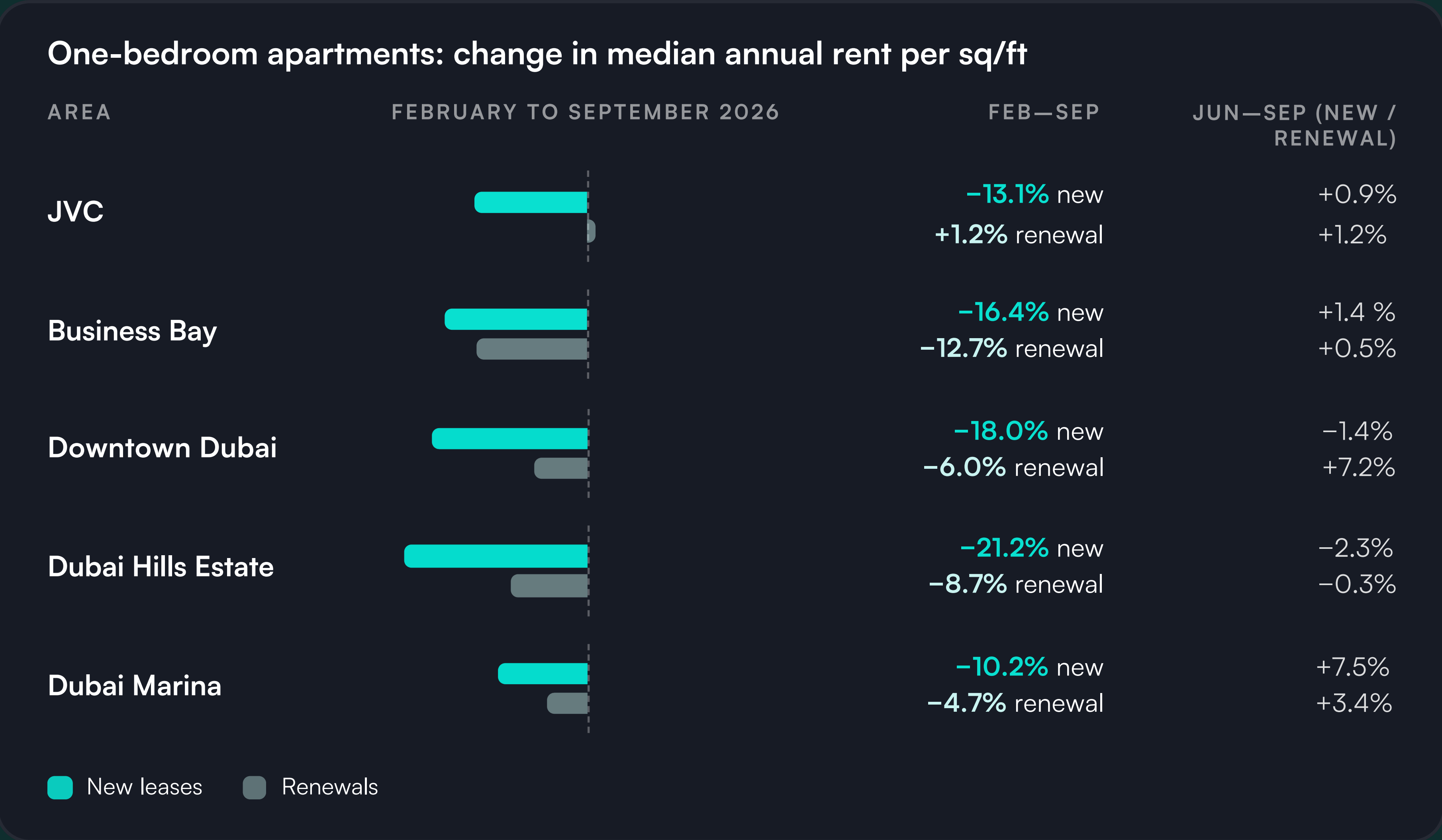


i Even within one community, different home types can experience different adjustments.

These three examples provide continuous comparisons with at least 20 sales per quarter. They illustrate contrasting paths rather than represent all villa communities. Lower villa activity limits the number of detailed comparisons available.

Your existing rent may tell yesterday's story.

► New leases provide a more current indication of rents being agreed when homes are let. Renewals describe existing tenancies and may adjust more slowly, but they can decline too.



Marina's new-lease median improved from June but remained below February. Downtown and Dubai Hills continued to soften.

The annual comparison also shows a reset



i An existing tenancy should not automatically set the income assumption for a fresh letting.

At least 20 contracts support each comparison endpoint. These are separate contract populations, not changes experienced by identical properties or tenants. Rental volumes are not used to infer recovery.

Has the income fallen faster than the price?

► A lower purchase price is only **part of the investment calculation...**



In Dubai Hills and JVC, the new-lease rental median fell faster than the sale-price median. Business Bay showed the reverse.

FOR AN INVESTOR

The question is what income supports today's price, after allowing for service charges, maintenance, vacancy and other costs.

FOR AN EXISTING OWNER

The relevant letting conditions may be those faced when the current tenant leaves.

i The purchase price and the expected income need to make sense together.

Sales and rentals involve different properties. These comparisons are not yield calculations. Market rent PSF is neither net yield nor a guaranteed rent for an individual home.

The correction range is here...

But the timing of a floor remains uncertain.

► The apartment headline is consistent with the scale of correction we anticipated:
September median sale PSF was 7.5% below February.

BEAR

Further broad repricing

WHAT THE EVIDENCE SAYS NOW

Prices and new-lease rents remain under pressure in several segments. Widespread forced selling has not been established.

WHAT WOULD STRENGTHEN THE CASE?

Declines spreading and deepening across comparable properties, with renewed weakness in sales activity.

BASE • MOST CONSISTENT

Gradual, uneven adjustment

WHAT THE EVIDENCE SAYS NOW

More sales, softer overall prices and differing community outcomes are most consistent with this scenario.

WHAT WOULD STRENGTHEN THE CASE?

Broader price stability and sustained improvement in new letting rents.

BULL

Sustained recovery

WHAT THE EVIDENCE SAYS NOW

Selected price rebounds and improving rents offer early support. A broad recovery is not yet established.

WHAT WOULD STRENGTHEN THE CASE?

Persistent improvement in transactions, prices and rental conditions across more communities.

More deals are a step forward...

But they do not, on their own, confirm the floor.



Our Q4 floor scenario remains a proposition to test.
The next evidence must show whether greater agreement between buyers and sellers develops into broader stability.



How to read the findings.

► Tribe analysis of Dubai Land Department data via Prop-AI, through 30 September 2026.

Sales cover completed apartments and villas, excluding off-plan, villa land, plots and commercial property. Counts include the available registered sales; price medians use a screened sample.

Community sales comparisons match area, property type and bedroom category, with at least 10 sales in each period. Smaller samples are identified where used. Rental comparisons require at least 20 contracts per endpoint and separate new leases from renewals.

About: **Tribe**

Tribe unlocks a portfolio approach to real estate investment.

Rather than concentrating savings in one property, with Tribe you can allocate your capital from AED 2,000 and diversify across a range of different real estate assets.

Tribe are fully regulated bringing security and governance whilst tokenisation allows investors to sell through a secondary marketplace, addressing one of the main limitations of traditional real estate.

Tribe combines this model with world class underwriting, voting rights and transparent fees.

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About: PROP-AI

Prop-AI is the first AI-powered co-pilot to help buy and own real estate with ease.

Prop-AI's solution makes real estate ownership easy, smart, and global by fundamentally changing the way to find, buy and own properties. It enables buyers to find the right property faster, smarter and with 90% less effort by analysing 100x more cities, properties, and data points than an average buyer does, unlocking more and better investment opportunities.

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