



Corporate Profile 2024

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Why Avison Young ?

Founded in Canada in 1978 and now employing over 5,000 real estate professionals in more than 100 offices across 20 countries, Avison Young is able to leverage global best practice real estate expertise from around the world to enhance its growing UAE service offering.

Avison Young (MENA), headquartered in Abu Dhabi, has over 50 professionals across the UAE, led by a team of seasoned real estate specialists focused on high-quality service delivery to support our clients' real estate needs locally and globally.

Avison Young is trusted by a range of government, corporate and private clients globally and within the UAE to provide the full range of services.



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Who Are Avison Young

We are different.

**We create real economic, social
and environmental value.**

Avison Young is built on the belief that commercial real estate isn't just about the buildings, square footage and the occupancies; it's about spaces and places that improve lives and help businesses thrive; for the employees, citizens and communities.



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AY at a Glance



Our global reach with a local presence

5,000+

real estate
professionals

20+

countries
worldwide

283 M

square feet under property
management

100+

offices across the
world

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Our Service Proposition



Our Services

Avison Young (MENA) offers 9 key real estate services to meet our client's diverse needs



Valuation & Research



Advisory & Consulting



Commercial & Residential Property Management



Facilities Management



Real Estate Capital Markets



Asset Management



Commercial & Residential Brokerage



International Real Estate Advisory



Project Management

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Valuation & Research

Valuation is one of the cornerstones of the real estate market, providing essential insights and transparency throughout the lifecycle of an asset from the initial site acquisition through development, operation and eventual repurposing.

Avison Young are able to provide valuations for a full range of purposes including financial reporting, secured lending, strategic management and transactions.

Our clients include all participants in the market, developers, owners, investors financial institutions and occupiers, across the asset classes.

The team is experienced both nationally and internationally qualified, operating in accordance with the highest standards, including those set by the Royal Institution of Chartered Surveyors (RICS), to deliver robust, reliable advice to our clients.

Valuation Services

Our valuation team advises can provide valuations across a range of asset types:

- Residential
- Offices
- Retail
- Industrial and logistics
- Mixed Use
- Hospitality (hotel and leisure)
- Development Land
- Specialist assets – healthcare and education
- Portfolios

Avison Young can provide bespoke valuations to meet client needs including:

- Secured lending
- Financial reporting
- Acquisition and disposal
- Development and project feasibility
- Fund and fund reporting
- Insurance
- Strategic asset reviews
- IPO and capital market listings
- Internal decision making

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Advisory & Consulting

Our Consultancy and Advisory Services can unlock the full potential of commercial real estate assets. Our seasoned professionals provide tailored analysis, market insights, and comprehensive advice on real estate opportunities and investments.

Avison Young can assist owners, developers, master planners and investors with the optimisation of projects on green field and brown field sites, whether new developments or repurposing of existing facilities.

Through the use of thought-provoking analysis, Avison Young's Consultancy and Advisory team turn market data into commercial insight.

Client's requirements and aspirations are supported by way of bespoke products, such as Highest & Best Use Studies or Market and Feasibility Reports.

Advisory & Consulting Services

Our expert team provide a wide range of Consultancy and Advisory services:

- Highest and Best Use Studies
- Feasibility Studies
- Market Demand Studies
- Project Optimization
- Market Research
- Portfolio Evaluation
- Financial Forecasting and Analysis

Our services operate in a wide variety of sectors such as but not limited to:

- Offices
- Retail
- Industrial & logistics
- Hospitality (Hotels & Leisure)
- Specialist assets – healthcare, education
- Development land
- Residential

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Commercial & Residential Property Management

Property Management is one of the core services provided to corporate and private clients, ensuring efficient operation and maintenance of properties to maximize their value and performance.

Avison Young MENA has been offering Property Management services across the UAE since 2019. Currently there are around 50 staff managing over 4000 individual units.

Our property management services are designed to provide seamless and efficient oversight of your real estate assets on an individual and portfolio level.

From lease negotiations and renewals to managing tenant relationships and capital improvements, we work diligently to maintain high occupancy rates. We seek to create a positive tenant experience, fostering long-term retention, so promoting growth and stability in the real estate portfolio.

Property Management Services

Our talented team cover the following key areas of property management:

- Lease and Tenant management
- Rent collection and credit control
- Vacant unit management
- Management of key suppliers
- Compliance management advisory board
- Periodic client performance reporting
- Performance and recommendation reports for owners
- Asset enhancement management

Our services operate in a wide variety of sectors such as:

- Residential
- Offices
- Retail from shopping complexes to smaller units
- Industrial & logistics
- Mixed use
- Specialist facilities, including Education and Healthcare
- Leisure and hospitality such as hotels and F & B
- Private and corporate portfolios



Facility Management

Avison Young MENA provides comprehensive solutions that cover every aspect of facility operations, ensuring that your property runs smoothly, efficiently and is fully compliant with all regulations.

Our services include the management of daily reactive maintenance and repair programs to long-term strategic planning. The team is dedicated to preserving the value and functionality of your assets.

Using our skill and experience, following International best practice, clients are often able to reduce operational costs alongside improved tenant satisfaction so enhancing the long-term stability and performance of the asset.

We believe that proactive maintenance along with green building practices and energy-saving initiatives is key to minimizing downtime and extending the lifespan of your facilities.

Facility Management

Our expert team provide a wide range of Facility Management services:

- Comprehensive Facility Management
- Facility and Compliance Management Advisory Boards
- Preventative and Reactive Maintenance Programmes
- Sustainability and Energy Efficiency Practices

Our team can provide services across a range of asset types:

- Residential
- Education
- Offices
- Healthcare
- Retail from shopping complexes through to small outlets
- Leisure and hospitality
- Industrial & logistics
- Mixed Use

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Real Estate Capital Markets

The Transaction Advisory team at Avison Young offers sales, leasing and capital market investments services to local, national and international tenants institutional and private investors.

The team work closely with the investor teams to define investment strategy in line with risk and return objectives. The investment strategy would be bespoke to the individual investor and cover not just the asset classes that could be of interest but also the geographies. Working in cooperation with the wider Avison Young international teams to ensure seamless cross border transactions where appropriate.

The team also provide advice to developers and investors seeking potential joint venture partners or structures to align with individual objectives.

Real Estate Capital Markets

Our talented team cover the following key areas in the Capital Markets

- Landlord and Tenant representation
- Investment sales including single asset, portfolios and sale & leaseback' transactions
- Joint Venture structuring
- Build to Suit
- Option analysis
- Disposal and acquisition strategy

Our services operate in a wide variety of sectors such as:

- Offices
- Retail
- Leisure including hotels and restaurants
- Industrial and logistics
- Education
- Healthcare
- Residential portfolios
- Development land



Asset Management

At Avison Young we streamline and enhance the performance of our client's real estate assets with our comprehensive strategic Asset Management services.

With our proactive asset betterment approach and industry expertise, we maximise occupancy rates, optimise expenditure whilst balancing quality to achieve enhanced profitability.

Our experienced team oversee our client's portfolios ensuring these have the right asset mix to meet changing market opportunities and challenges.

Alongside occupancy and revenue, there is a focus on ensuring operational management services are carried out in an efficient and cost-effective manner.

The team provides best in class Asset Management for our clients utilising years of local experience across numerous asset classes, blended with the knowledge and innovation of our global business.

Asset Management Services

Our expert team provide a wide range of key and critical Asset Management services:

- Development of asset management and optimisation strategies and solutions
- Strategic Commercial property and residential portfolio management including long-term planning and exit strategies
- Establishment of cost effective and efficient management processes and procedures
- Market risk analysis and management
- Capital Improvements
- Asset Performance monitoring and maximisation including Value Add strategies
- Real Estate development and redevelopment advisory
- Investment and Disposal Strategies



Commercial & Residential Brokerage

Avison Young's Brokerage division has dedicated teams of professionals focused on sales and leasing, delivering market leading service to our clients, across all real estate sectors, whether they be an owner, potential tenant or purchaser.

Avison Young's sales team provide a comprehensive service for both vendors and buyers, supporting them through the transaction process of both existing and off plan sales. Specialist Customer Relationship Coordinators work with the sales advisors to market assets for the owners. On the buyer side, the team advise clients on the best off-plan or secondary market opportunities, market conditions, pricing and payment plans, etc.

The leasing team offers owners a complete leasing solution from initial marketing of their property to securing a tenant and executing the necessary documentation. Prospective tenants are guided to the best available properties in all areas of Abu Dhabi and Dubai and through the leasing journey.

Commercial & Residential Brokerage Services

The sales team can provide for both commercial and residential real estate:

- Support for vendors and purchasers on disposal and acquisition
- Off-plan, primary and secondary market sales and acquisition
- Advice on market conditions and pricing

Our leasing team can provide for both commercial and residential real estate:

- Tenant and Landlord support at commencement and renewal
- Lease Management including regular inspections
- Performance and recommendation reports
- Leasing strategy
- Comparative market studies



International Real Estate Advisory

The Avison Young MENA team, through coordination with the wider global network of Avison Young offers a full range of real estate advisory services to international, regional and local clients.

These services can be tailored to facilitate international entry and investment into the UAE market or outward engagement by investors and developers from within the UAE into overseas jurisdictions, supported by Avison Young's presence in 20 countries.

Through Avison Young's international knowledge blended with local presence and experience, owners, investors and tenants can be sure they have visibility into the best available assets and are supported to the highest standards.

As a result, they are able to secure optimum outcomes for their specific needs and aspirations.

International Real Estate Advisory Services

Our expert team provide a wide range of International Real Estate Advisory services:

- Landlord/Tenant representation
- Disposal & Acquisition Strategy
- Option analysis
- Asset management and portfolio optimisation
- Build to Suit
- Investment advisory
- Joint Venture structuring

Our services operate in a wide variety of sectors such as but not limited to:

- Offices
- Retail
- Industrial & logistics
- Hospitality (Hotels & Leisure)
- Specialist assets – healthcare, education
- Development land
- Residential



Project Management Consultancy

Project Management Consultancy (PMC) is a critical component of the real estate development process. Providing essential management services to ensure a successful project from set up, through execution, delivery, handover and documentation, delivered on time and within budget.

At Avison Young we believe client support for project delivery can be done better and offer a suite of tailored project management services, including support in the early design stages, project monitoring through the process and cost management.

These services can be applied in projects of all sizes and for all interests, including owners, developers, investors, property managers and occupiers.

Avison Young MENA's PMC team operates across the UAE, using national and international experience and standards to deliver the best service for clients.

Project Management Consultancy

Our talented team cover the following key areas in project management:

- Single Point of Contact & Control
- Risk Management
- Project Team Assembly
- Quality Management
- Validation of the Client Brief
- Design Management
- Program Management
- Stakeholder Management
- Procurement & Commercial Management
- Construction Management
- Cost Control

Our team can provide services across a range of asset types:

- Residential
- Mixed use
- Commercial offices
- Hospitality (hotels & leisure)
- Retail
- Specialist assets – healthcare, education
- Industrial & logistics

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Credentials



Credentials - Valuations

Residential Portfolio, Abu Dhabi (2024)



Client	Confidential
Scope	Valuation and Portfolio review
Size	Over 1,200 units

AYM were instructed to undertake a valuation and review of a large residential portfolio in Abu Dhabi. The purpose was to restructure the portfolio and optimise the assets to future proof the revenue stream.

Mixed Use Portfolio, UAE (2024)



Client	Confidential
Scope	Real Estate Portfolio Valuation and Acquisition
Size	14 assets – c. 600,000 sq. m

Acting for a large investor in Abu Dhabi, AYM prepared valuations for a mixed portfolio of assets across the UAE. The portfolio included retail centres, residential, offices, industrial warehousing and staff accommodation. The exercise was part of a wider instruction to support the client in the acquisition of the portfolio.

Residential Development Plot, Abu Dhabi (2024)



Client	Confidential
Scope	Development appraisal and Benchmarking
Size	55,000 sq. m plot

Instruction from a UAE based developer to provide benchmarking and a development feasibility study for a land plot in a central free zone in Abu Dhabi. The study required analysis of comparative projects and specific scenario pricing.

Credentials – Advisory & Consulting

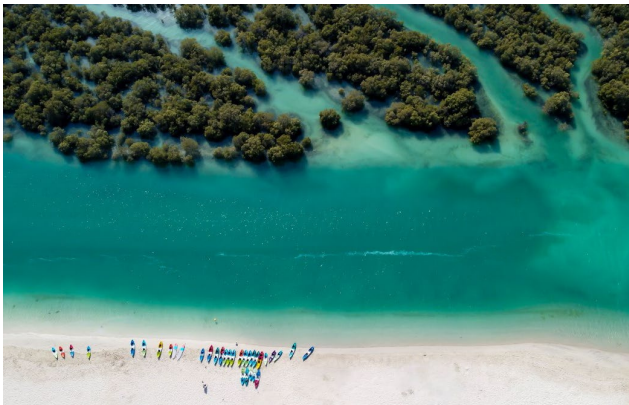
Mixed-use Development, Abu Dhabi, UAE (2023/2024)



Client	Confidential
Scope	Market Research & Assessment
Size	~200 acres

AYM was appointed to assist in identifying and selecting preferred real estate concepts and future development partners for the development of a mixed-use land parcel in order to maximize commercial returns based on market research of Abu Dhabi real estate market.

Land Parcel on Saadiyat Island, Abu Dhabi, UAE



Client	Confidential
Scope	Feasibility Analysis and High-level Concept Development Analysis
Size	~23 acres

AYM provided a feasibility analysis for multiple design concepts for an identified plot located on Saadiyat Island. This analysis helped the client make an informed decision about a preferred option, ensuring a commercially sustainable development once in operation.

Residential Development, Abu Dhabi, UAE (2023)



Client	Confidential
Scope	Market Research and Feasibility Study
Size	~18 acres

AYM was instructed to provide a feasibility study for the client. Our scope included market research, sales, leasing funding & cost analysis, project benchmarking and financial analysis for the proposed residential scheme in Abu Dhabi.

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Credentials – Advisory

Mixed Use, Abu Dhabi (2024)



Client	Confidential
Scope	Market Research, Mixed – Use Development
Size	~200 acres

AYM was appointed to assist in identifying and selecting preferred real estate concepts and future development partners for the development of a mixed-use land parcel in order to maximize commercial returns based on market research of Abu Dhabi real estate market.

Portfolio Assessment, Abu Dhabi (2024)



Client	Confidential
Scope	Real Estate Portfolio Assessment and Acquisition Strategy, Mixed – Use Development
Size	Mixed-Use: 92,115 sqm.

AYM was mandated to provide a real estate portfolio assessment and potential acquisition strategy featuring mixed-use developments and land parcels located across UAE. Our scope included market research, benchmarking analysis, financial analysis and asset acquisition strategy. As part of this study, AYM also provided development advisory in line with current market dynamics

Mixed Use Developments, London, UK (2023)



Client	Confidential
Scope	Asset Management, Mixed – Use Development
Size	120 commercial and residential buildings

AYM has been engaged to carry out ongoing management of a mixed-use estate located in London with over 700 occupiers, a rent roll of AED 864m (£185m). AYM team has developed a comprehensive service charge model, and improvement of delivery including property management.

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Credentials – Advisory

Resort, Turkey (2024)



Client	Confidential
Location	Turkey
Scope	Valuation and Highest & Best Use Study for Alternative Use. Hospitality
Size	Resort: ~2,040 sqm. Land: ~85 acres

AYM was instructed to provide a valuation assessment and HBU for alternative land use for a resort in Turkey. Our scope included market research, brand & reputation analysis, financial due diligence and market value assessment.

Resort, Egypt (2024)



Client	Confidential
Location	Egypt
Scope	Real Estate Assessment and Valuation, Hospitality
Size	419 Keys including Rooms and Suites, Chalets, Townhouses, Villas

AYM was directed to undertake a valuation and investment assessment for a hotel resort situated in Egypt. The comprehensive scope of work encompassed market research, financial analysis, a macroeconomic overview, and a value assessment

Assisted Living Community, Abu Dhabi (2023)



Client	Confidential
Location	UAE
Scope	Market Research, Residential
Size	N/A

A company has identified an opportunity to establish a Luxury Assisted Living Community in UAE which would potentially be the first of its kind across the country. AYM team was engaged to explore the potential market for such a business venture and consider a potential viable solution. The scope of work undertaken: Project set up and opportunity understanding, market sizing opportunity and benchmarking, development of a viable commercial solution.

Credentials – Asset Management

Mixed-use Development, Abu Dhabi, UAE (2023)



Client	Confidential
Scope	Asset Management Model
Size	N/A

AYM had been engaged to create a Complete Enterprise Asset Management Model for a mixed-use development on Saadiyat Island, Abu Dhabi. The deliverables included a Comprehensive Service Charge and OPEX model for the entire mixed-use development.

Commercial Development, Abu Dhabi, UAE (2023)



Client	Confidential
Scope	Asset and Facilities Management Operations
Size	N/A

A comprehensive review of asset and facilities management operations were conducted for the client in order to establish a working model for the centralization of AFM services across all the developments with a view to achieve cost efficiencies and general improvement in service standards.

Under-construction Business Park, Riyadh, KSA



Client	Confidential
Scope	Asset Management Strategy
Size	261,700 sqm.

AYM provided an operational asset management strategic plan to guide the ultimate handover, management structure and model for an under-construction Business Park in Riyadh, KSA. AYM supported the client in order to optimize functional outcomes for the development that best serves tenants and the developer's commercial outcomes.

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Credentials – Property Management

Mazyad Mall – Mussafah, AUH



Client	Confidential
Scope	Property Management
Size	22,910 square meters

Avison Young (AYM) is managing the leasing of Mazyad Mall, a vibrant retail destination in Abu Dhabi, with an opportunity for investors to lease the entire mall for subleasing. Spanning multiple floors and offering diverse retail spaces, Mazyad Mall presents a prime investment opportunity.

Olive Building – Al Raha Beach, AUH



Client	Confidential
Scope	Retail Fit Out Management - Property Management - Leasing Management - Maintenance Supervision
Size	7 Stories building with GF 11 Retail Shops

AYM has been appointed to manage the Olive Building, a 7-story development located in the prestigious Al Raha Beach area. This modern building features 11 ground-floor retail shops, offering prime commercial spaces.

Al Rabiha Compound – Khalifa City, AUH



Client	Confidential
Scope	Fit Out Management - Property Management - Leasing Management - Maintenance Supervision
Size	62 Residential Villas – One Commercial Villa and Retail Shops & Tenants Health Club

AYM is providing comprehensive property management services for Al Rabiha Compound, a prestigious residential community in Khalifa City, Abu Dhabi. The compound comprises 62 luxurious residential villas, a dedicated commercial villa, retail shops, and a tenants' health club.

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Property Management Projects

Conrad Offices & Hotel Tower - Dubai



Client	Confidential
Scope	Property Management – Leasing Management – Maintenance Supervision
Size	50 Stories of Commercial offices spaces
Client	Confidential

AYM has been entrusted with the property management of Conrad Tower IN Dubai, a prestigious 50-story skyscraper featuring spacious commercial office spaces in the heart of Dubai. Our team is implementing a comprehensive Enterprise Asset Management Model, ensuring efficient management of this iconic building.. ensuring the highest standards of service delivery across all commercial offices.

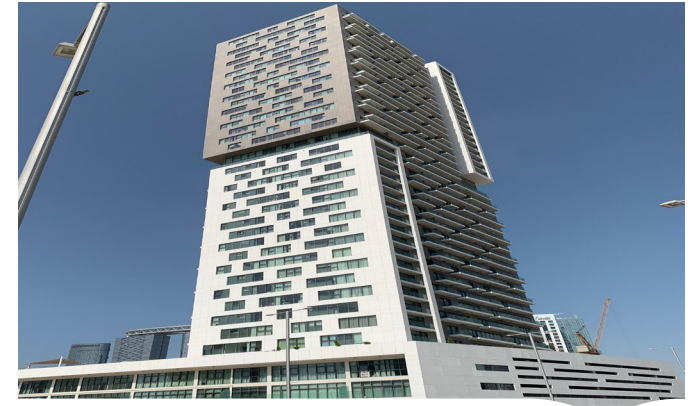
Madinat Zayed Offices Building



Client	Confidential
Scope	Property Management – Leasing Management – Maintenance Supervision
Size	13 Stories of Commercial offices spaces with retail spaces
Client	Confidential

AYM has been engaged to provide property management services for the MZO Building, a 13-floor commercial tower featuring premium office spaces and a retail ground floor in Abu Dhabi. aimed at ensuring optimal performance, cost-effectiveness, and long-term sustainability in managing the property

C10 Najmat Al Reem Tower



Client	Modon Properties
Scope	Property Management – Leasing Management – Maintenance Supervision
Size	330 Residential & 3 Retail Units
Client	Modon Properties

AYM has been appointed to provide comprehensive property management services for C10 Najmat Al Reem Tower, a premier mixed-use development on Al Reem Island, Abu Dhabi. As part of our engagement, AYM is implementing a complete Property Management Model, ensuring seamless operations across residential and retail units, ensuring efficiency and sustainability in maintaining the property.

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Property Management Projects

Mazyad Mall – Mussafah, AUH



Client	Confidential
Scope	Property Management
Size	Three stories mall with 20,019 Sqmt. Retail spaces
Client	Confidential

Avison Young (AYM) is managing the leasing of Mazyad Mall, a vibrant retail destination in Abu Dhabi, with an opportunity for investors to lease the entire mall for subleasing. Spanning multiple floors and offering diverse retail spaces, Mazyad Mall presents a prime investment opportunity.

Olive Building – Al Raha Beach, AUH



Client	Confidential
Scope	Retail Fit Out Management - Property Management – Leasing Management – Maintenance Supervision
Size	7 Stories building with GF 11 Retail Shops
Client	Confidential

AYM has been appointed to manage the Olive Building, a 7-story development located in the prestigious Al Raha Beach area. This modern building features 11 ground-floor retail shops, offering prime commercial spaces.

Al Rabiah Compound – Khalifa City, AUH



Client	Confidential
Scope	Fit Out Management - Property Management – Leasing Management – Maintenance Supervision
Size	62 Residential Villas – One Commercial Villa and Retail Shops & Tenants Health Club
Client	Confidential

AYM is providing comprehensive property management services for Al Rabiha Compound, a prestigious residential community in Khalifa City, Abu Dhabi. The compound comprises 62 luxurious residential villas, a dedicated commercial villa, retail shops, and a tenants' health club.

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Credentials – Facility Management

Our Facility Management Team involved in all service providers proactive and preventive maintenance works starting from preparing the proper scope of works based on the property size, equipment and utilities. Moving forward to the tender and analyzing tender output till appointing the service provider. The supervision will include all hard and soft services works, security services, landscaping services...etc.

Micromanagement of the service providers will contain tenants complains, PPM plans, weekly visits to the properties, HSE checking, contracts management, complying with all authorities requirements, preparing the OPEX and CAPEX budgeting...etc



1- Soft Services

- General Cleaning of common areas
- Façade Cleaning
- Water Tank Cleaning
- Pest Control
- Health Club Management
- Swimming Pool Cleaning



2- Hard Services

- HVAC System
- Electrical System
- Plumbing & Drainage Systems
- Civil & General Maintenance Systems



3- Specialized Services

- FLS Systems (FF & FA, EM & Exit Lights)
- ELV Systems, CBS, CCTV, Access Control, Gate Barrier, ANPR.
- SMATV, Intercom, BMS.
- Elevators & Escalators.
- Swimming Pool & Gym Equipment's



Al Nahyan Compound



Bay Tower



Business Avenue Tower

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Credentials – Facility Management

Al Raha Olive Building



Client	LULU Express
Scope	Fit out management
Size	1,769 sqm
Status	Completed

Project was fit out management for LULU express in one of our managed properties. Including, reviewing the fit out design plans, combining of eleven shops into one big retail area. modifications needed to the existing equipment in the site and issuing the NOC to the tenants to get the authorities approval. till the tenant obtained the building completion certificate from the authorities.

Al Raha Beach Tower



Client	VIVA Supermarket
Scope	fit out management
Size	492 sqm
Status:	Completed

Project was fit out management for a supermarket of VIVA in one of our managed properties. Including, reviewing the fit out design plans, modifications needed to the existing equipment in the site and issuing the NOC to the tenant to get the authorities approval till the tenant obtained the building completion certificate from the authorities.

Business Avenue Tower



Client	Confidential
Scope	Fit out management
Size	1,263 sqm
Status	Under Process

Project was fit out management for head office in one of our managed properties. Including, reviewing the fit out design plans, modifications needed to the existing equipment in the site and issuing the NOC to the tenant to get the authorities approval.

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Get In touch

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