the nest
al barari

THE NEST, AL BARARI
INVESTMENT THESIS

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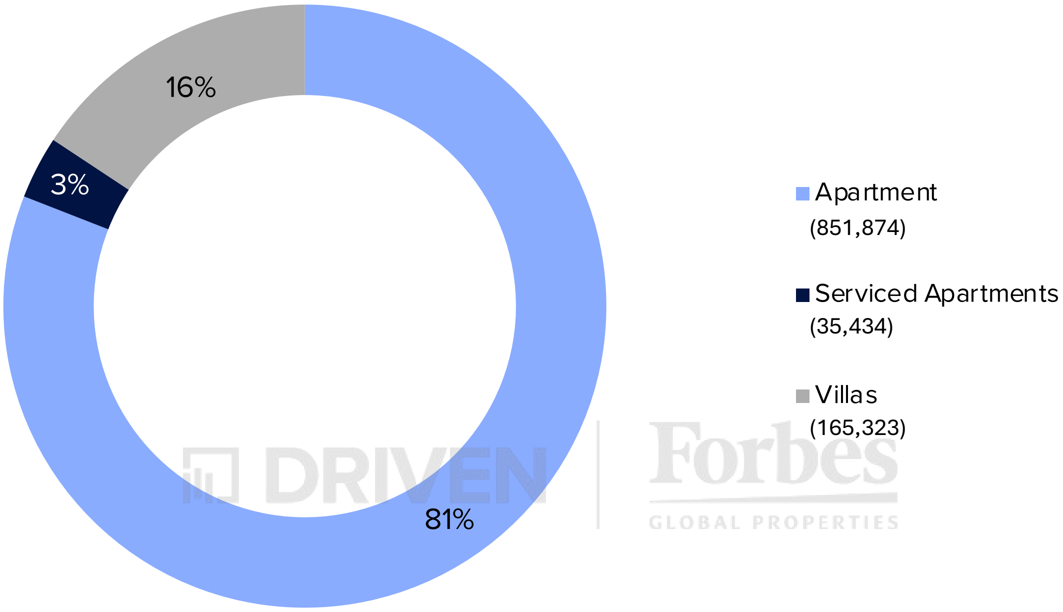
The Nest is one of the most exclusive residential collections within Al Barari, comprising a limited release of just 55 architecturally distinctive villas. Designed for buyers who value privacy, discretion, and refined living, the enclave is set deep within Al Barari's landscaped greenery, surrounded by mature trees, waterways, and botanical gardens. This low-density setting, combined with contemporary design and a strong emphasis on wellness and nature, positions The Nest among the most prestigious villa addresses in Dubai.

The villas typically offers built-up areas of approximately 6,300 to 7,400 sq. ft., primarily in four-bedroom configurations. Homes feature expansive open-plan living and dining areas, en-suite bedrooms, modern kitchens, and dedicated maid and driver rooms. Each villa includes a private swimming pool, landscaped garden, outdoor entertaining areas, and covered parking. Residents benefit from access to Al Barari's lifestyle amenities, including wellness facilities, fine dining, and spa services, reinforcing The Nest's reputation as a highly curated, ultra-luxury residential offering.

STRUCTURAL UNDERSUPPLY OF VILLAS IN DUBAI

Residential Supply, units



Dubai's villa market is defined by **structural undersupply** and **sustained demand**, creating one of the most compelling residential investment opportunities in the region. In a market saturated with apartments villas represent only a small portion of total housing stock (15.71%), and new additions remain limited as development pipelines continue to prioritize higher-density apartment projects.

This **scarcity is reinforced by low listing volumes, only 11.09%** of total listings, indicating both strong end-user absorption and a growing tendency among owners to hold rather than trade.

Persistent supply constraints have translated into multi-year price appreciation across both off-plan and ready villas, with **momentum remaining intact despite rising absolute prices.** Demand tailwinds, including population inflows, long-term residency programs, comparative affordability to other key global cities and influx or institutional capital.

As a result, Dubai villas now **command a structural scarcity premium,** offering investors a combination of durable **capital appreciation and resilient rental performance.**

Villa A09
The Nest, Al Barari

A RARE, FULLY RENOVATED VILLA IN THE ULTRA-EXCLUSIVE THE NEST COMMUNITY

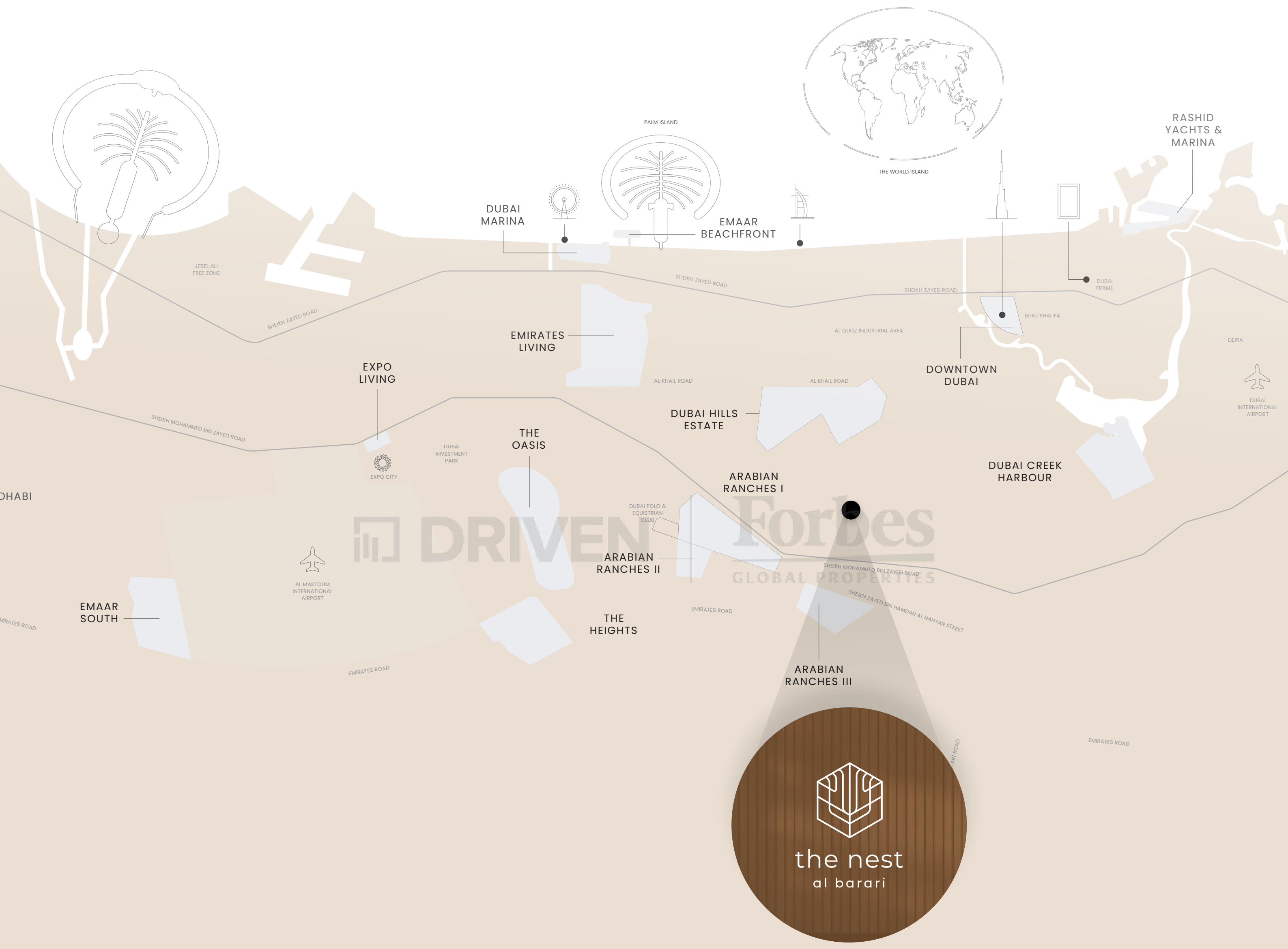
Investment Overview : This investment represents a compelling opportunity to acquire a larger-than-average villa within The Nest, Al Barari, one of Dubai's most exclusive and supply-constrained residential communities. With a BUA of approximately 11,717 sq. ft., the property significantly exceeds the typical villa size in The Nest, positioning it as a rare asset with strong differentiation. The combination of scale, prime location within a highly sought-after enclave, and Al Barari's enduring appeal as a luxury, nature-centric destination underpins robust long-term capital appreciation, sustained end-user demand, and resilience across market cycles.

Comparable Transactions in the Nest Al Barari in the last 3 years

BUA Size (Sq.ft)	Year Sold	Sale Price (Aed)	Sale Price (Aed/sq.ft)
10,633	2025	75,500,000	7,100
12,450	2024	65,000,000	5,221
9,888	2023	72,000,000	7,281

Villa A09
The Nest, Al Barari

STRATEGIC LOCATION



10 Min to Dubai International Financial Centre (DIFC)

10 Min to Closest Shopping Area

10 Min to Closest School

25 Min to Dubai Airport

Villa A09
The Nest, Al Barari

INVESTMENT RATIONALE – THE NEST

Attractive Entry Price Relative to Size and Comps:

At an proposed acquisition price range of AED 65 – 70 Million for a BUA of 11,217 sq. ft., the implied value is approximately AED 5,800 - 6000 per sq. ft. This represents a meaningful discount to recent high-end transactions, including a 2025 sale at AED 7,100 per sq. ft. and a 2023 sale at AED 7,281 per sq. ft., despite those villas being smaller (10,633 sq. ft. and 9,888 sq. ft., respectively). The subject property therefore benefits from both scale premium and pricing efficiency.

Scarcity-Driven Upside Supported by Market Evolution:

Pricing in The Nest has remained resilient over the last three years, consistently transacting in the AED 5,200–7,300 per sq. ft. range, reflecting sustained demand for ultra-prime villas. Oversized villas exceeding 11,000 sq. ft. BUA are exceptionally rare within a community where typical stock is significantly smaller, and fully renovated, turnkey assets are increasingly sought after. Acquiring a larger, fully renovated villa at ~AED 5,800 per sq. ft. offers both downside protection and meaningful upside potential through reversion toward recent high-water marks as supply remains structurally constrained.

CASE STUDY REFERENCE

VILLA A09, THE NEST – AL BARARI

Asset Overview

No of Bedrooms	Purchase Price	BUA Size (Sq.ft)	Purchase Price psf	Selling Price (2025)	Selling Price psf	Growth (%)
4	Aed 25,000,000	7,463	Aed 3,349	Aed 55,000,000	Aed 7,369	~220%

Benchmark Validation from an Adjacent Transaction:

Villa A09, located immediately adjacent to the subject property, was a refurbished villa with standard upgrades and basic amenities and achieved a sale price of AED 55,000,000 in Q4 2025, equating to approximately AED 7,369 per sq. ft. This transaction provides a highly relevant pricing benchmark, given the near-identical micro-location and buyer profile.

Material Upgrade in Asset Quality and Specification:

In contrast, the subject villa is fully renovated to a significantly higher specification, featuring premium finishes, enhanced layouts, superior views, and additional lifestyle amenities including a dedicated gym room and upgraded outdoor and interior spaces. These enhancements materially elevate both the end-user experience and long-term desirability relative to a standard refurbishment.

Compelling Value Proposition on a Larger Scale:

At a proposed price of AED 65 – 70 Million for a substantially larger BUA of approximately 11,217 sq. ft., the subject villa is priced at a materially lower AED per sq. ft. than Villa A09, despite its superior condition and amenities. Given its larger scale, turnkey luxury positioning, and immediate proximity to a proven AED 55 million transaction, the pricing represents a clear value-accretive opportunity with strong justification for premium buyer demand.

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