



Dorchester
Estates



We Raise The Bar

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A man in a dark suit and pink tie is captured mid-jump, falling off a dark, rocky cliff. He is positioned on the left side of the frame, with his arms outstretched and legs spread wide. The background is a vast, bright blue sky filled with soft, white clouds. The overall mood is one of risk-taking and ambition.

The Mission

Dorchester Estates' priority is to raise the bar in the industry, and change things for the better through making the processes of buying, selling, leasing & managing property much easier for our clients. With strong networks supported by qualified consultants we aim to be one of the most respected names in the market and ultimately to be the 'BEST' in what we do.

The ideas:

- ✿ Leading the way the industry does business through providing services that are a market first.
- ✿ Constant implementation of new and updated strategies and procedures for the benefit of our clients.
- ✿ 'DSS' the Industry's most advanced I.T. Property Management system.
- ✿ Retail 'boutique' concept bringing exciting & new marketing initiatives to the forefront of the market.

The team:

- ✿ A first class service with a professional approach to property.
- ✿ Exceptional customer service means Exceptional team.
- ✿ Quality assurance and personal team development programs ensure our clients get only the best.
- ✿ Experienced consultants, aware of past and current market activities as well as an eye on the future market trends.

The properties:

- ✿ Wide selection of quality properties for clients to choose from.
- ✿ Exclusive agreements with top developers and landlords.
- ✿ A unique collection taste fully selected from around the world.

International Background

Established in London, UK back in 1987, From the beginning and from our first office in London, we have strived to provide our clients the highest standards possible in both services and results. We believe that the quality of our people and our superior service enabled us to maintain a respectful position in the Real Estate market over the last two decades. We are forever expanding our global affiliations through strong local and international networks and are currently selling, leasing and managing more properties than any other agency in our markets.

We are committed to expanding in the vibrant global markets and in the Middle East in particular, through offering our clients total property solutions and innovative new services to ensure we always stay a step ahead of today's competitive market.

Dorchester in the Middle East

Dorchester Estates® started the global expansion into the emerging and energetic markets from Saudi Arabia, making Jeddah the gateway into the Middle East.

By locating ourselves in the heart of the business centres, we were successful in providing sales, leasing, property management and allied services to our clients in a manner unprecedented in the market. The success in Saudi Arabia gave us the confidence to pursue our regional expansion.

Our first leap was to Beirut and then came Riyadh, Baghdad, Cairo & Damascus.

Now we are proud to be the only Real Estate Company, in the region, with such a network and range of services. More is yet to come.





The Services

Dorchester Estates Consultancy

Dorchester Estates® is well established, experienced, and an international leader in property services. We are fully qualified to represent our clients at all levels of market-fronts and stages, from feasibility to leasing, sales and successful property management.

Knowledge gives power and our successful consultancy relies on sound knowledge base, which is composed of highly qualified staff members from various regions and our Dorchester Smart system - a state of the art CRM system.

Moreover, integrated business ethics, insight and expert-analysis are also our keys to successful and accurate business decisions. Providing insights, solutions and expert advice, we have served at the highest international standards, in the following levels of consultancy services:

- ✿ Market Trends.
- ✿ Market Segmentation & Analysis.
- ✿ Master Planning Input.
- ✿ Sales & Pricing strategies.
- ✿ Marketing advice.
- ✿ Management solutions.
- ✿ Best Land Use studies.
- ✿ Full Property Valuations.
- ✿ Site acquisitions.



Dorchester Estates Sales & Leasing

With the welcoming atmosphere of our boutique offices, clients are offered secure deals by our professional team of sales consultants. In the process, the largest property collection and the well organized system helps provide smooth and efficient procedures to **Dorchester Estates®** clients.

Through an extensive network of qualified agents, **Dorchester Estates®** offers leasing services for all types of property. It is our priority that our Leasing service offers landlords and tenants a fully personalised service to meet their individual requirements. Tenants are matched to a suitable property from our extensive database before terms are successfully negotiated on their behalf. Landlords are provided with effective exposure delivering optimum occupancy and maximum returns, ensuring quicker returns on their investment.



Dorchester Estates **Commercial Advisory**

To deliver the best outcomes to our clients, we count on our team of professionals to understand clients' needs.

Dorchester Estates® advisory capabilities are tailored to match our clients' requirements. Our expertise, knowledge, experience and superior services, are used efficiently and effectively, whether it's finding our clients a new commercial outlet, or maximizing exposure, or even expanding a business. Our aim is to exceed clients' expectations every time.



Dorchester Estates **Project Sales & Marketing**

By utilizing our large customer data base and international sales networks, we maximize exposure, opportunities and market penetration. Using strong CRM, forecasting, profiling and analysing market trends, we generate effective direct marketing campaign tailored to the type of each carpet.

- ⌘ Marketing Consultancy.
- ⌘ Sales Management & Forecasting.
- ⌘ Market & Competition Analysis.
- ⌘ Identifying Buyer profile & correct target audiences.
- ⌘ Identifying current & future market trends.
- ⌘ Dedicated team of consultants.



Dorchester Estates Property Valuations

Whether you are an owner, occupier, a lender or an investor, knowing the true worth of your property assets is a prerequisite to maximizing occupational and investment returns and in formulating strategic decisions.

The valuation and investment consulting team has an exceptional track record in undertaking appraisals for a wide range of property companies, institutions, banks and private owners.

Valuations are required for a number of purposes:

- ✿ Company accounts and balance.
- ✿ Sales, Purchase and taxation.
- ✿ Company Mergers/Takeovers.
- ✿ Strategic Planning.
- ✿ Secured Lending.
- ✿ Asset Management.
- ✿ Litigation.



Dorchester Estates Short-term Rentals

Looking for a property to enjoy an extended holiday, or a short business trip. We can provide carefully selected short-term rentals living solutions for our clients anywhere around the world.

With a wide range of first class properties, providing a fashionable and stylish choice is guaranteed for any Short-Term Rentals.

We offer ready-made, short-term living solutions suitable for:

- ✿ Holidays.
- ✿ Business.
- ✿ Interim period.



Dorchester Estates **Property Management**

Dorchester Estates® manages vast property assets and is entrusted with the portfolios of a number of leading business groups, private investors and institutional clients. Acting on behalf of landlords, Property Management provides a complete property management service that gives client's property the competitive edge. Looking after every facility and every tenant, we aim to deliver optimum returns to clients through dedicated investment in our tenants, workforce and properties.

- ⌘ Specialized inventory Service.
- ⌘ Interim Financial & Legal report.
- ⌘ Documentation & reporting service.
- ⌘ Fit Out Management.
- ⌘ Tenant management.
- ⌘ Preventive maintenance.
- ⌘ General Property Maintenance.
- ⌘ Facility management.



Dorchester Estates IT Solutions

Utilizing our cutting-edge online state-of-the-art application, that was built by our engineers at Dorchester Smart Systems; keeping all our offices around the world constantly synchronized and up-to-date with information about the Real Estates industry, delivering that vital knowledge to our clients any time anywhere.

Call Centre

In 2010, Dorchester Estates launched its fully operational globally inter-linked Call Centres which are managed by our trained CRM agents, who have direct access to our DSS. Our Call Centre service is available 24 hours a day, 7 days a week to serve our respected clients, and answer any of their queries with Dorchester's high calibre of services.



"Using our Dorchester Smart System to insure information availability & reliability"

