

what's at stake

Q3 2024 Investor Report:
Acquisitions and Liquidity





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Q3 2024 has been a big step forward for our investors. With strategic acquisitions and efficient liquidity options, we're growing our platform while staying focused on delivering value to our investors.

We've added AED 85.9 million of carefully chosen properties across high-potential areas into our investors' portfolios. Our Exit Window feature continues to deliver fast liquidity, whilst we also have many early exits happening 50% quicker than expected, generating strong returns for investors.

As we move into Q4, we remain committed to transparency, innovation, and consistently delivering value.

Thank you for trusting us – together, we're shaping the future of real estate investment!

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Acquisitions strategy

Stake's acquisition strategy uses a data-driven approach and financial projection model to evaluate and select high-potential properties, ensuring each investment meets strict profitability and long-term growth criteria.

Key indicators considered:

- **Prime location selection:** Choosing properties in established areas with high demand and growth potential
- **Market advantage:** Securing properties at competitive prices with room for property appreciation
- **High rental yields:** Targeting properties with strong rental income to ensure steady cash flow
- **Sales transaction data:** Analyzing historical and current data from the Dubai Land Department to track market trends and demand
- **Sales indices and forecasts:** We incorporate market forecasts to predict future property values and capitalize on emerging trends
- **RICS-regulated Valuators:** We work closely with third parties regulated by RICS for expert and data-backed reports for each property listed on Stake

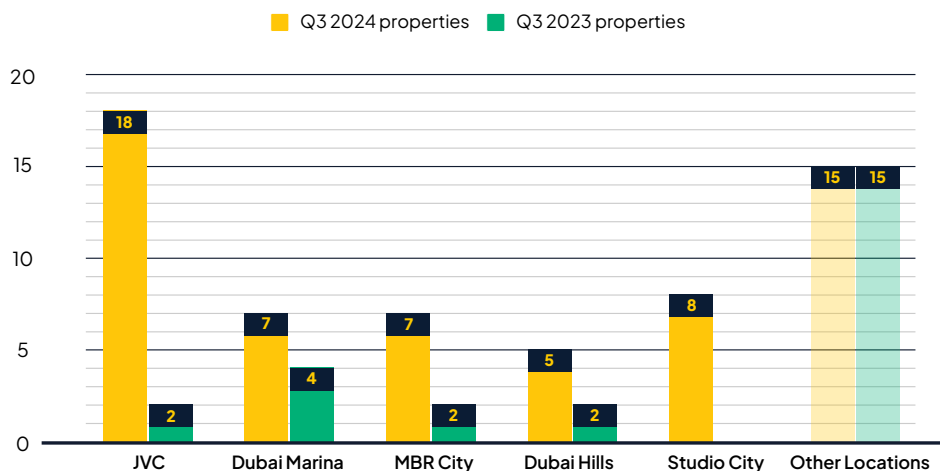
Why this matters: Each property in Stake's portfolio is selected to offer either strong yields, long-term growth potential, or a balanced approach.

Acquisitions performance

Our Q3 2024 acquisitions reflect an expanded focus on both prime and emerging areas, with a total investment of AED 85.9M across 60 properties.

This nearly doubles our Q3 2023 acquisitions, where we had AED 45M across 25 properties, highlighting our growth in acquiring prime opportunities.

Top locations (Q3 2024 vs Q3 2023)



Smart strategies for maximizing returns

Responding to rising prices: Dubai real estate prices have increased by 50% since December 2020. Stake’s acquisition strategy actively sources well-priced properties in prime locations like Dubai Marina and Downtown Dubai to offset this upward trend

Expanding into growth locations: Targeting poised-to-growth areas like JVC, Arjan, and Dubai South enables Stake to capitalize on Dubai’s rapid urban expansion, providing investors in the future with strong capital growth and appreciation

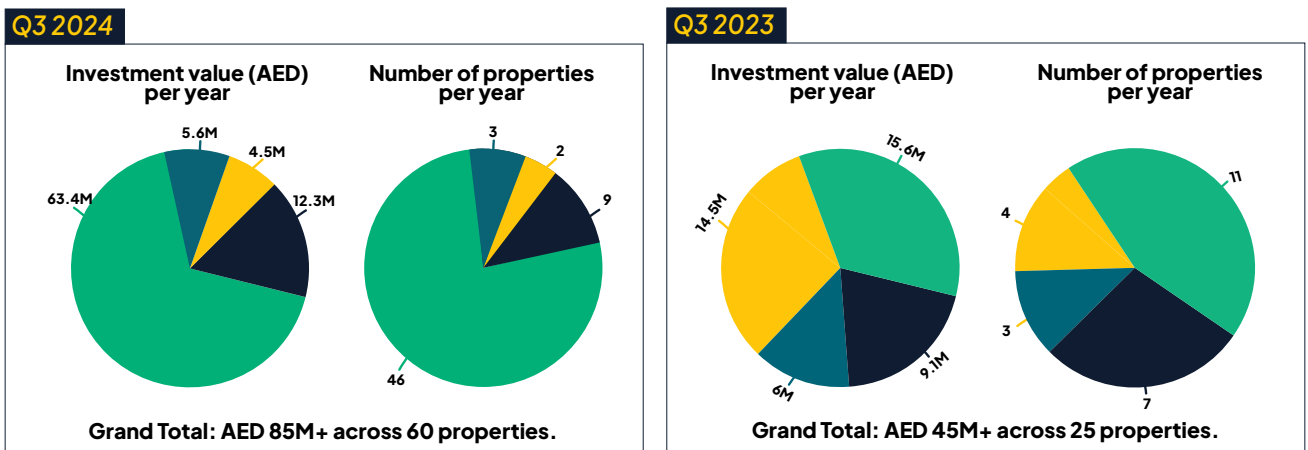
Bulk deals and better pricing: By negotiating bulk deals with brokers, Stake can secure better rates on properties, translating to increased returns for investors

Unit size selection

Our portfolio has traditionally focused on studios and 1-bedroom apartments for their high yield potential. While this remains our primary focus, we’ve continued to incorporate a broader range of property sizes.

Q3 2024 vs Q3 2023 Unit Sizes

■ Studio ■ 1-bedroom ■ 2-bedroom ■ 3-bedrooms +



Why this matters: Broadening our portfolio with larger units allows Stake to address a wider range of investor preferences, offering diverse income opportunities through different property sizes.

Exit strategy and performance

At Stake, we offer two exit options for investors: Full Exits and the Exit Window.

While Stake recommends a 5-year holding period to optimize gains, we remain agile and responsive to market conditions, seizing early exit opportunities when favorable offers arise to maximize investor returns.

Full exit performance (Lifetime of Stake)

Total Properties Exited	9 properties
Average Total ROI	22.8%
Average annualized ROI	10.9%
Average Holding Period	25.4 months

Full exits: Q3 2024

In Q3 2024, Stake successfully exited **3 properties** with an average holding period of **20 months**.

These properties achieved strong ROI, further strengthening our track record in maximizing value for investors.

Property	Total ROI ¹	Annualized ROI ¹	Holding period (months)
Marina Residences	13.1%	9.1%	17
Liberty House	26.3%	17.8%	18
Anbar	19.3%	9.26%	25

Why this matters: Exits with strong ROI in shorter holding periods provide quicker returns, balancing Stake's goal of stable growth with strategic timing.

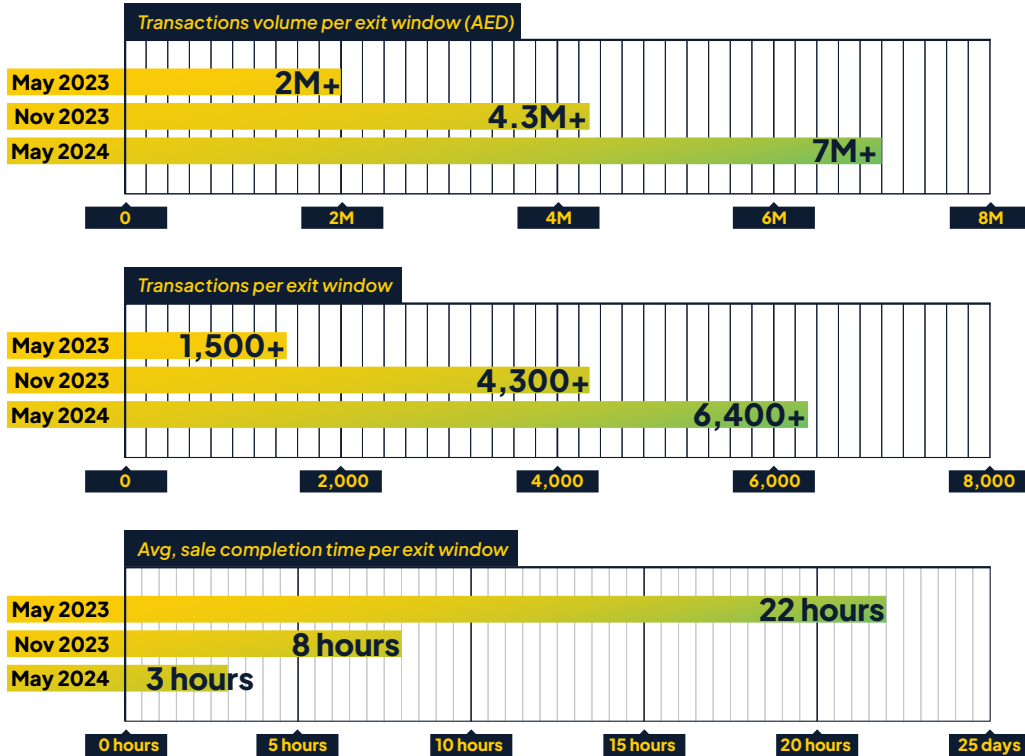
Exit window

While Stake recommends a long-term hold, liquidity remains essential for investors needing quicker access to capital.

Our Exit Window feature offers this option twice a year (May and November) for two weeks, allowing investors to sell shares at market rate or up to a 20% discount. Buyers benefit from the opportunity to access pre-vetted deals and expand their portfolios.

1. The ROI figures presented above reflect a combination of both rental income and capital appreciation

Exit window performance: YoY comparative analysis



Why this matters: Increasing transactions reflect investors' responsiveness to this feature and showcase our innovative approach to offering a solution that empowers them to maintain control over their investments.

Upcoming exit window:

- The next Exit Window will open in November 2024
- To be eligible to sell, investors must have held their Stake shares for at least one year
- Buyers are required to have invested in at least one fully funded property on Stake



Closing thoughts

Q3 2024 marks another exciting chapter in Stake's journey, as we continue to expand, deliver value and innovate for our investors. The growth in acquisitions and liquidity performance speaks to our commitment to maximizing opportunities in Dubai's dynamic real estate market. As we look toward Q4 and beyond, our focus remains the same: to provide you with transparent investments that fit your goals. Keep a close eye on our platform as we offer more exciting investment opportunities to help you unlock the best of real estate investing.

Jad Nachabe
Head of Real Estate

stake



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