A panoramic view of the Dubai skyline at dusk, featuring numerous skyscrapers and a body of water in the foreground. The sky is a mix of orange and blue tones.

Dubai Residential

Debt and Rebirth

Examining the Mortgage Market and
Refinancing in Ready Sales

Executive Summary

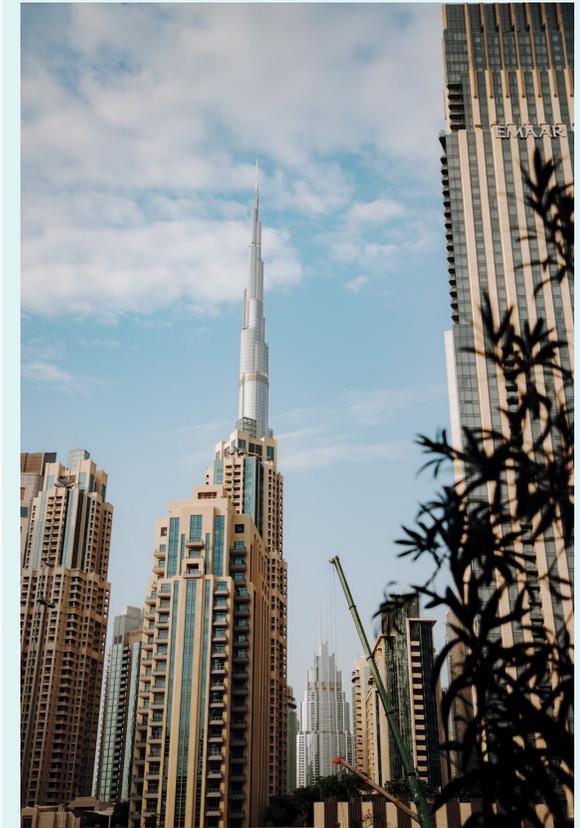
- Citywide Analysis

Citywide refinancing patterns have re-emerged as a defining feature of Dubai's real-estate market in 2025. Following a post-pandemic surge in cash-driven sales that characterized 2021–2023, mortgage activity has risen markedly since early 2024, reversing the downtrend seen during the initial recovery period. This shift signals that while transactional momentum remains strong on paper, a growing share of activity is now being sustained by leveraged capital rather than organic end-user demand.

Moreover, headline figures touting AED 220.7 billion in ready-market sales between January and October 2025 obscure key distortions. Beneath the double-counting of mortgages and erroneous inclusion of gift transfer values lies refinancing and re-mortgaging activity, representing nearly one-fifth of the city's recorded sales value. This consists of repeated borrowing against the same assets rather than new property turnover, but is glossed over by the typical rosy commentary that proliferates much of the macro-level real estate discourse.

- Community Analysis

At the community level, the data reveals that refinancing is far from a citywide abstraction—it has become a defining feature within many of Dubai's established villa districts. In 2025, Al Furjan, Arabian Ranches, Emirates Hills, Green Community, and Jumeirah Park all recorded mortgage transaction volumes exceeding 100% of sales. Longstanding patterns in Arabian Ranches, where mortgage activity has outpaced sales for five consecutive years, underscore the persistence of this behavior in mature, owner-occupied enclaves. Collectively, these heavily leveraged villa submarkets have contributed over 58% of all ready-villa transactions since 2021. This is an unmistakable indication that refinancing is not limited to isolated anomalies, but is pervasive across price brackets and asset age profiles.



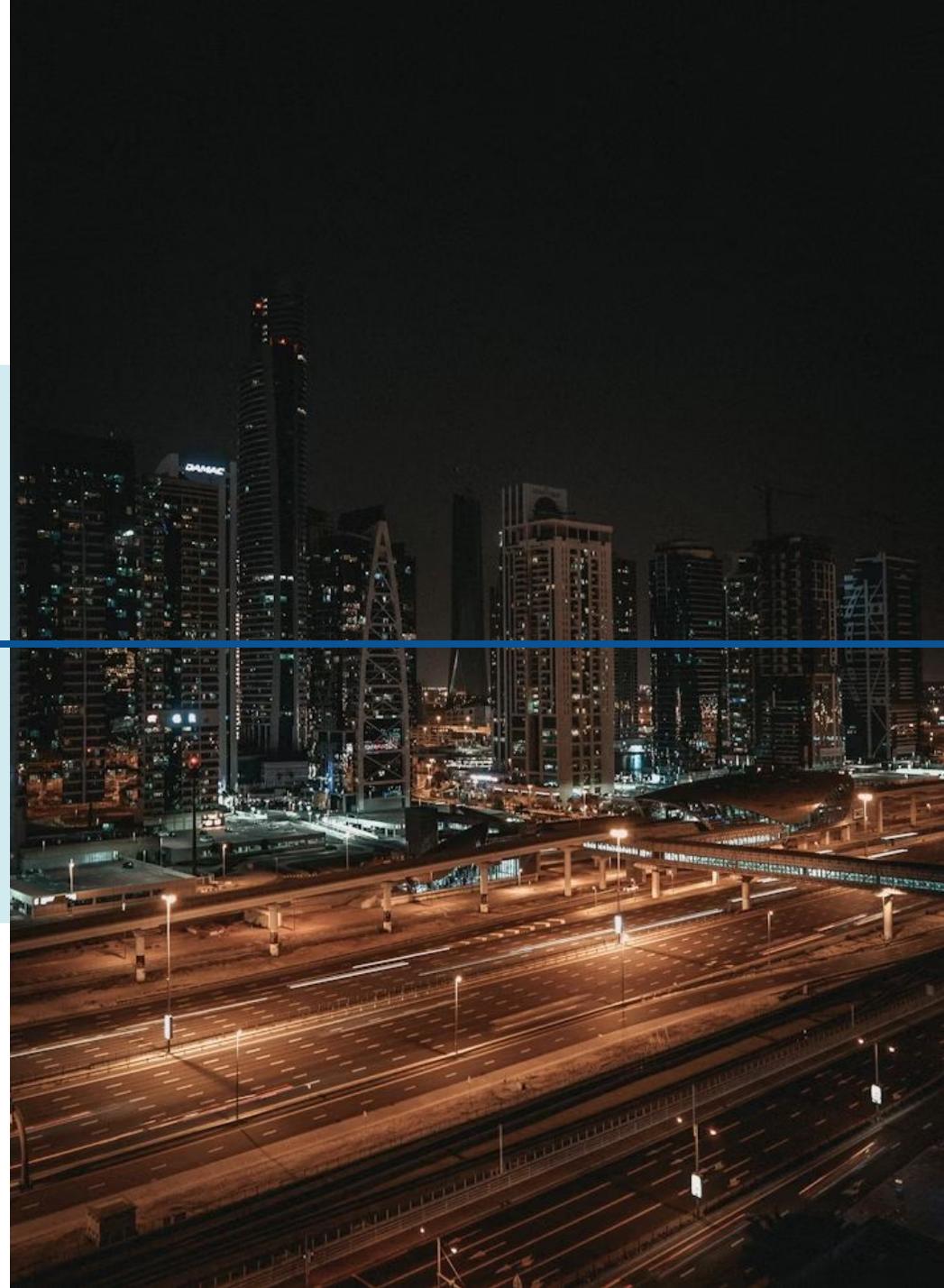
Contents

1. **Citywide Analysis**
2. **Community Analysis**
3. **Conclusion**

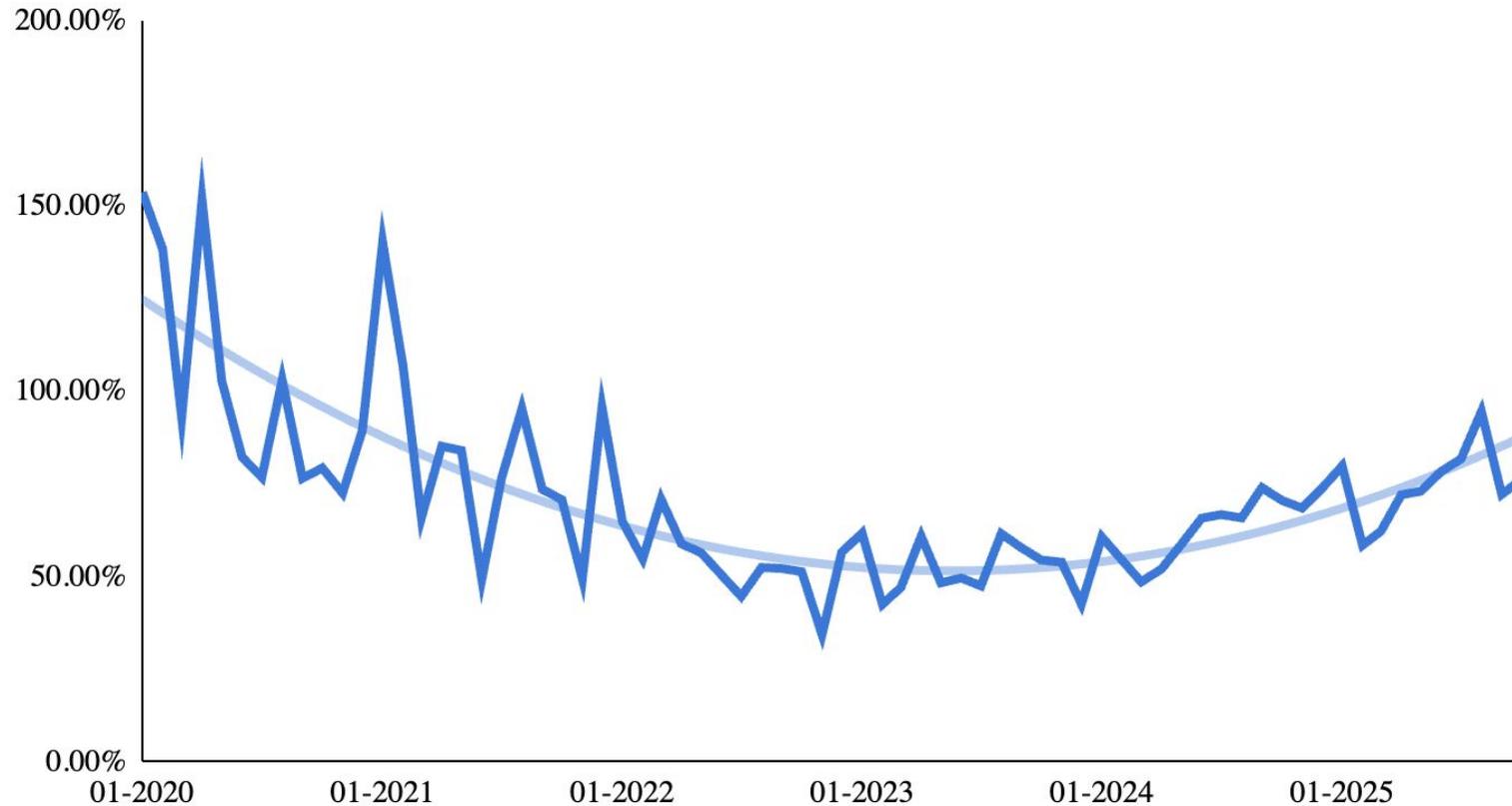
Citywide Analysis

“Far better is it to dare mighty things, to win glorious triumphs, even though checkered by failure , than to take rank with those poor spires who neither enjoy much nor suffer much because they live in the gray twilight that knows not victory or defeat.”

– Theodore Roosevelt

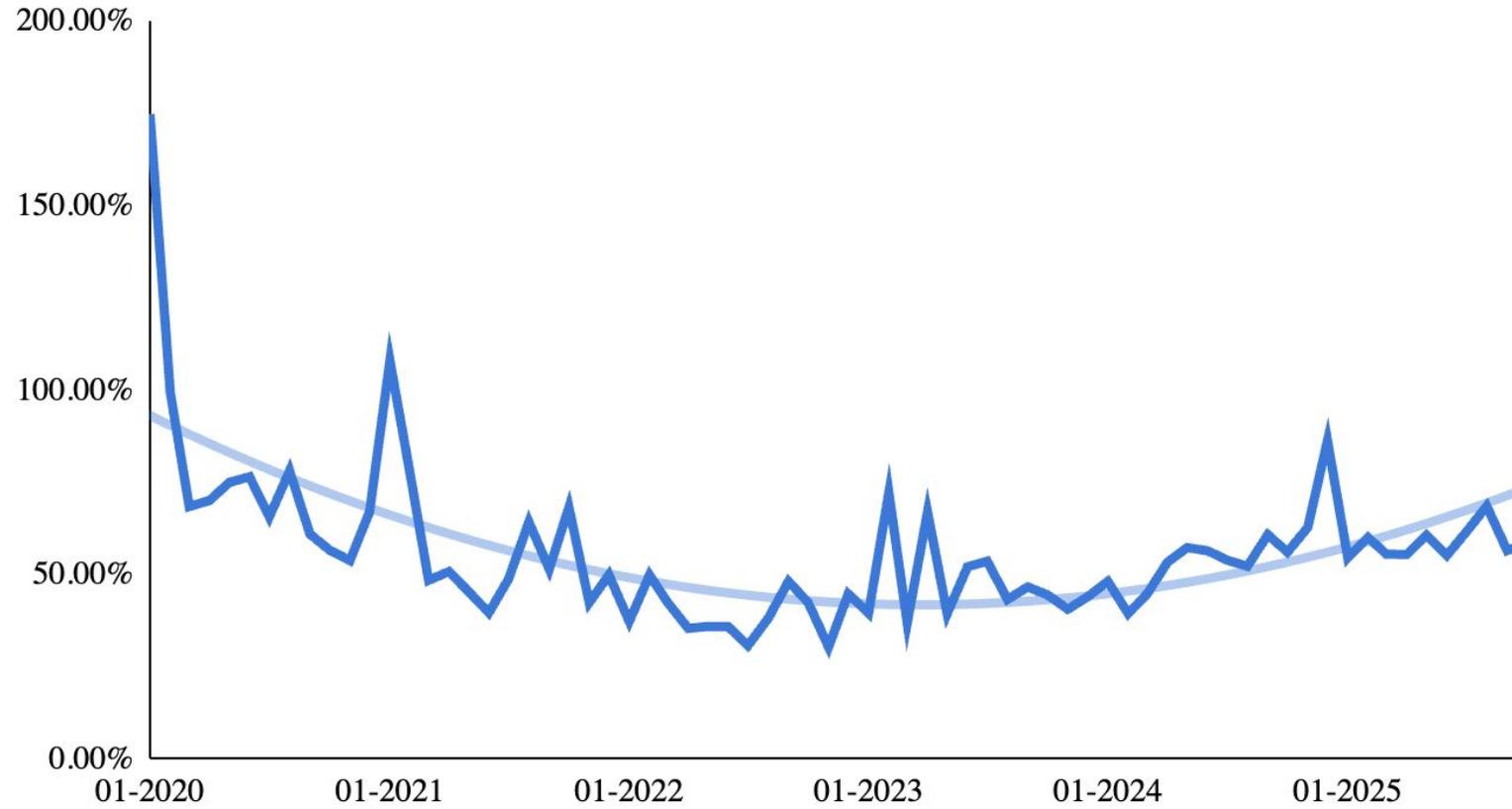


Mortgages as a Percentage of Sales (Volume) Jan 2020 - Oct 2025



As seen in the graph above, mortgages were very high compared to sales volumes in 2020, which stands to reason given the relative downturn the market was experiencing pre-2020, which was exacerbated by the macroeconomic shocks brought by COVID. As we emerged from the pandemic, mortgages became less frequent while sales grew quickly, which reflects in the first portion of the trendline sloping downwards. However, beginning in 2024, mortgages started increasing in frequency once again, a pattern which has continued through 2025.

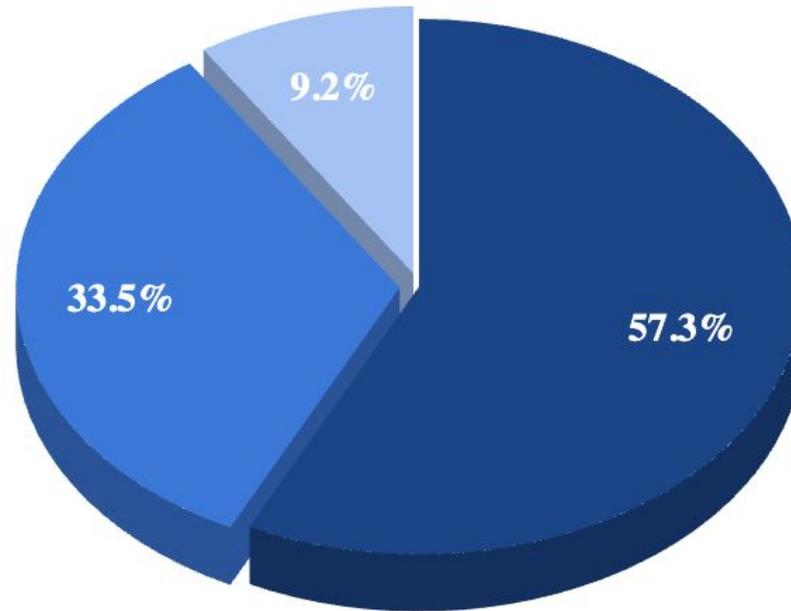
Mortgages as a Percentage of Sales (Value) Jan 2020- Oct 2025



The same trend can be observed in terms of overall value of sales transactions. Mortgages were much higher in 2020, but became less common as the market picked up. However, we are now seeing a sustained increase in mortgages relative to cash sales.

Ready Sales Transaction Breakdown Jan - Oct 2025

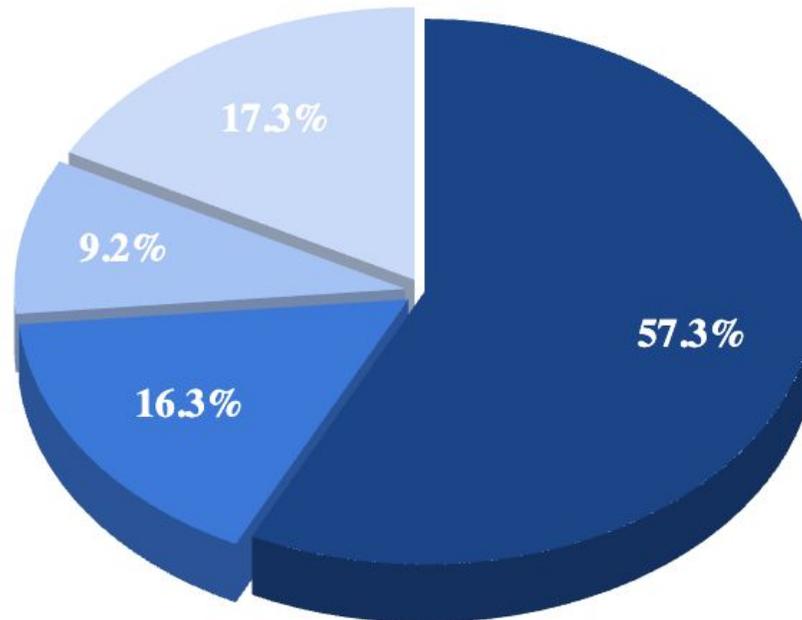
● Sales ● Mortgages ● Gifts



Headlines touting the record performance of the market thus far in 2025 would attribute a total sales value of AED 220.7 billion to the ready market from January to October. Methodologically, the immediate problem here is that this takes into account AED 20.3 billion worth of gift transactions, in which no money actually changes hands, but also double counts mortgages whose values are included in the sales transactions for the properties against which they are registered. As you can see, this means claims of sales values this year are already 42.7% lower in reality than what is claimed.

Ready Sales Transaction Breakdown Jan - Oct 2025

● Sales ● Mortgages ● Gifts ● Refinances

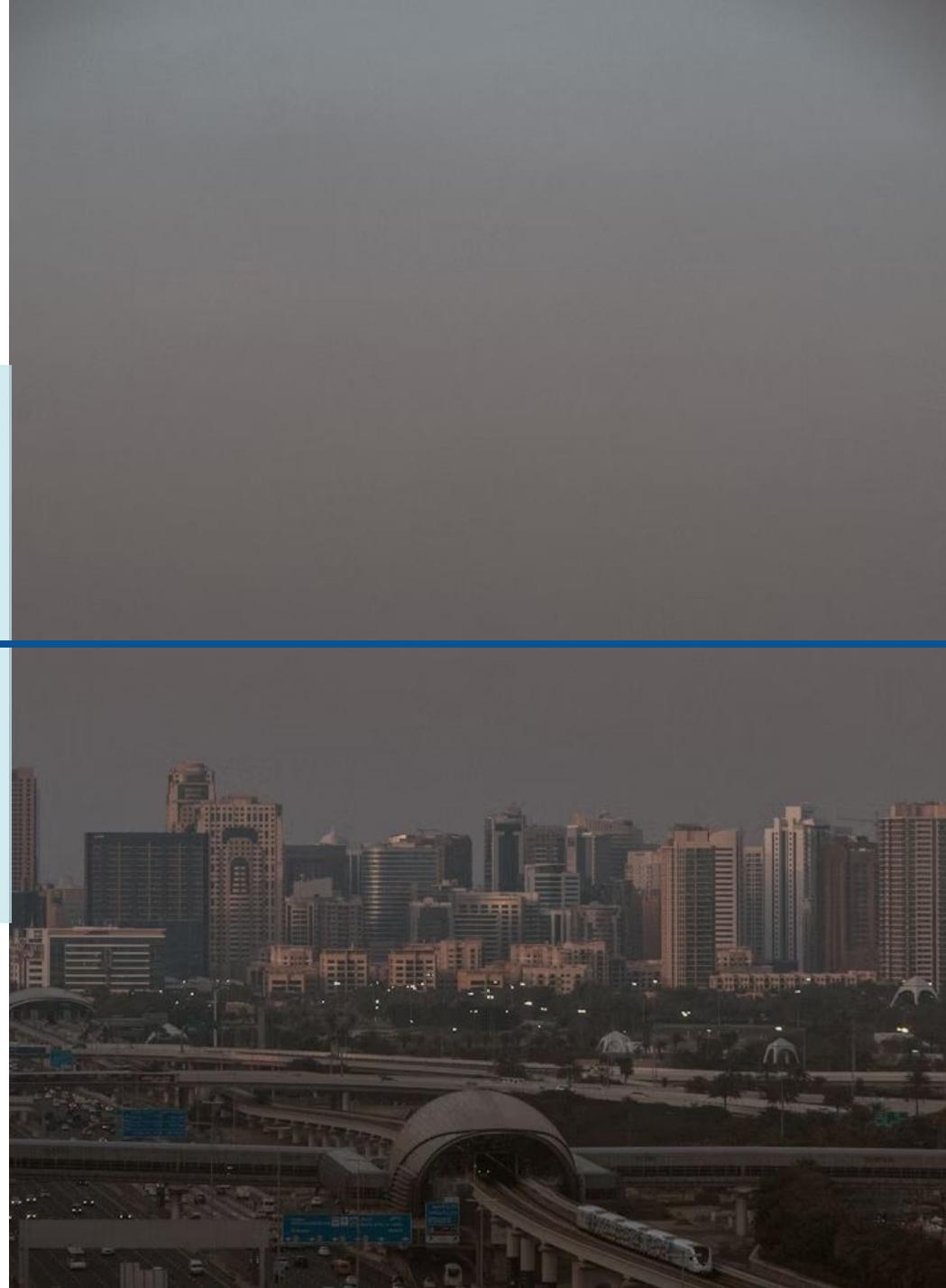


However, a phenomenon that is hidden by this double counting of mortgages and sales values is the portion of mortgages that are not unique (i.e. for separate properties), but rather second or third (or fourth, or fifth, etcetera) loans taken out against the same property. By calculating the difference between the total disclosed finance values of sales and the total values of mortgages, we arrive at a figure of AED 38 billion, or 17.3% of the supposed 220.7 billion figure that the ready market is meant to have generated this year.

Community Analysis

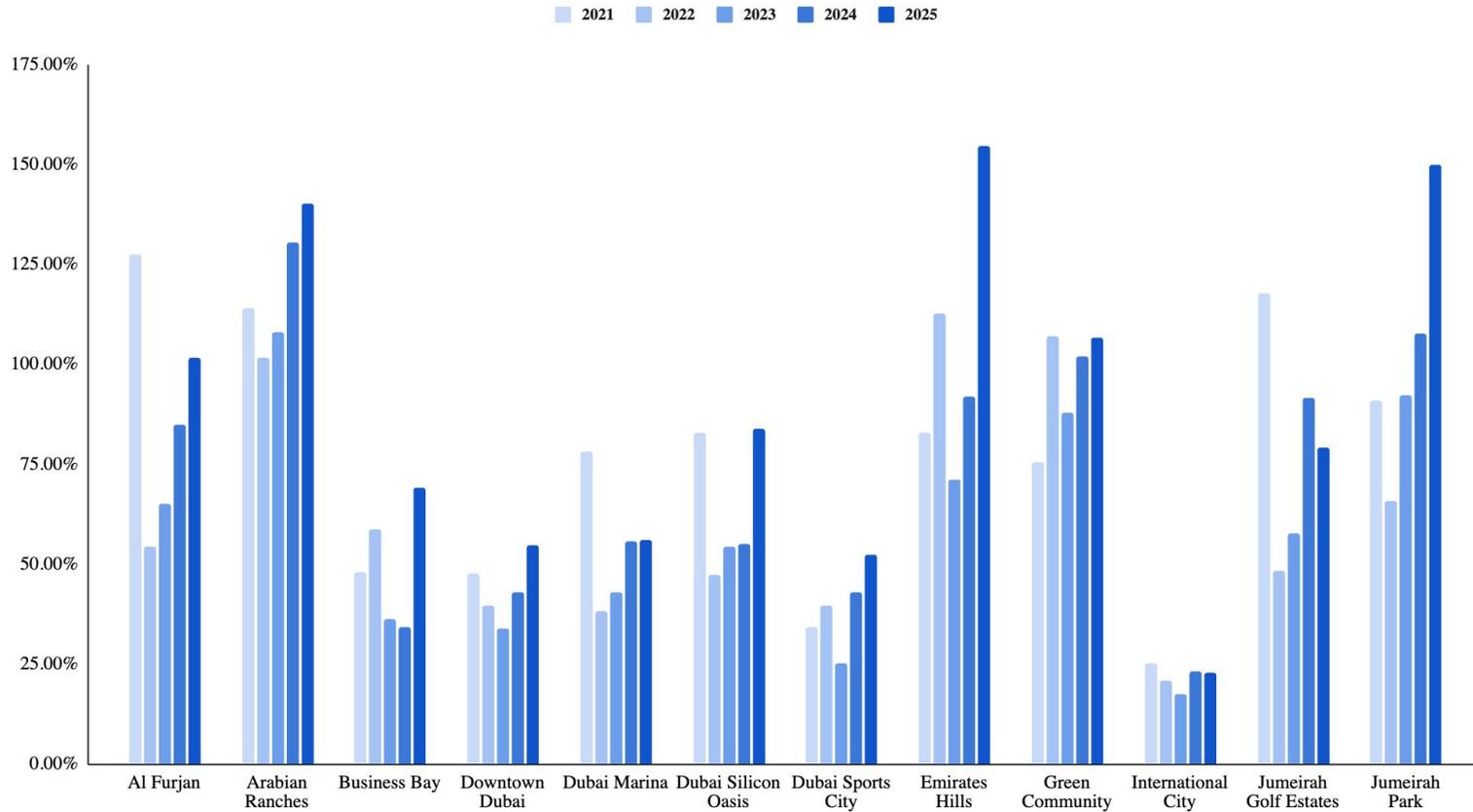
"Nothing in life is to be feared, it is only to be understood. Now is the time to understand more, so that we may fear less."

– Marie Curie



Refinanced (by Volume)

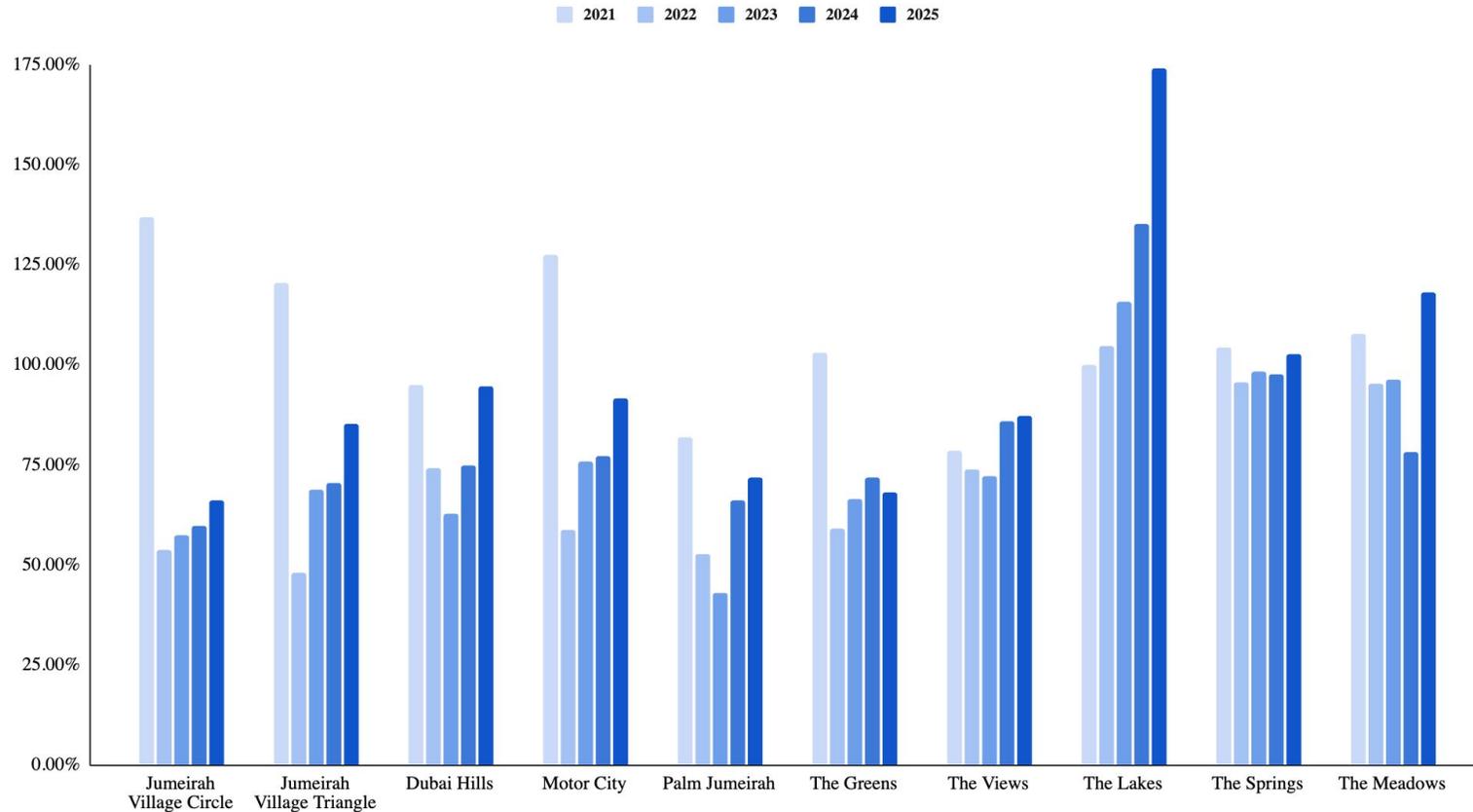
Mortgage/Sales (Volume) - Communitywide (Jan 2021 - Oct 2025)



If we just look at mortgages as a percentage of sales on an overall basis across a number of Dubai's major communities, only a handful stand out as being obviously refinanced. Al Furjan, Arabian Ranches, Emirates Hills, Green Community and Jumeirah Park are the only communities where mortgage transactions are over 100% of sales transactions in 2025. Arabian Ranches has been over 100% for every year over the last five years, while Green Community and Jumeirah Park were also over 100% in 2024.

Refinanced (by Volume) - Continued

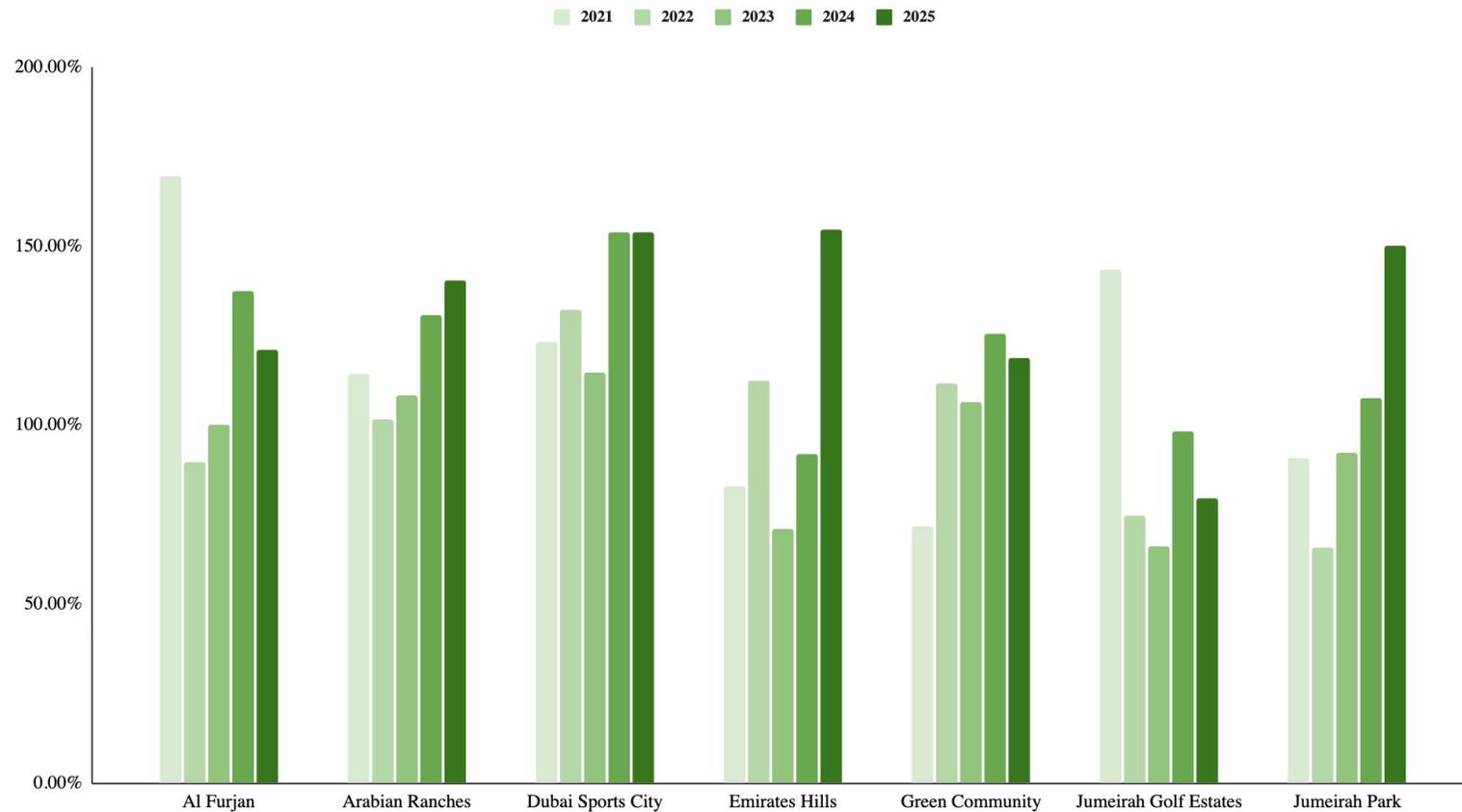
Mortgage/Sales (Volume) - Communitywide (Jan 2021 - Oct 2025)



The Lakes, The Springs and The Meadows are also over 100% in 2025. The Lakes has been over 100% since 2022, while other communities that were previously over 100% (such as JVC, JVT, Motor City and The Greens) have since seen mortgages fall relative to sales transactions volumes.

Refinanced (by Volume) - Villas

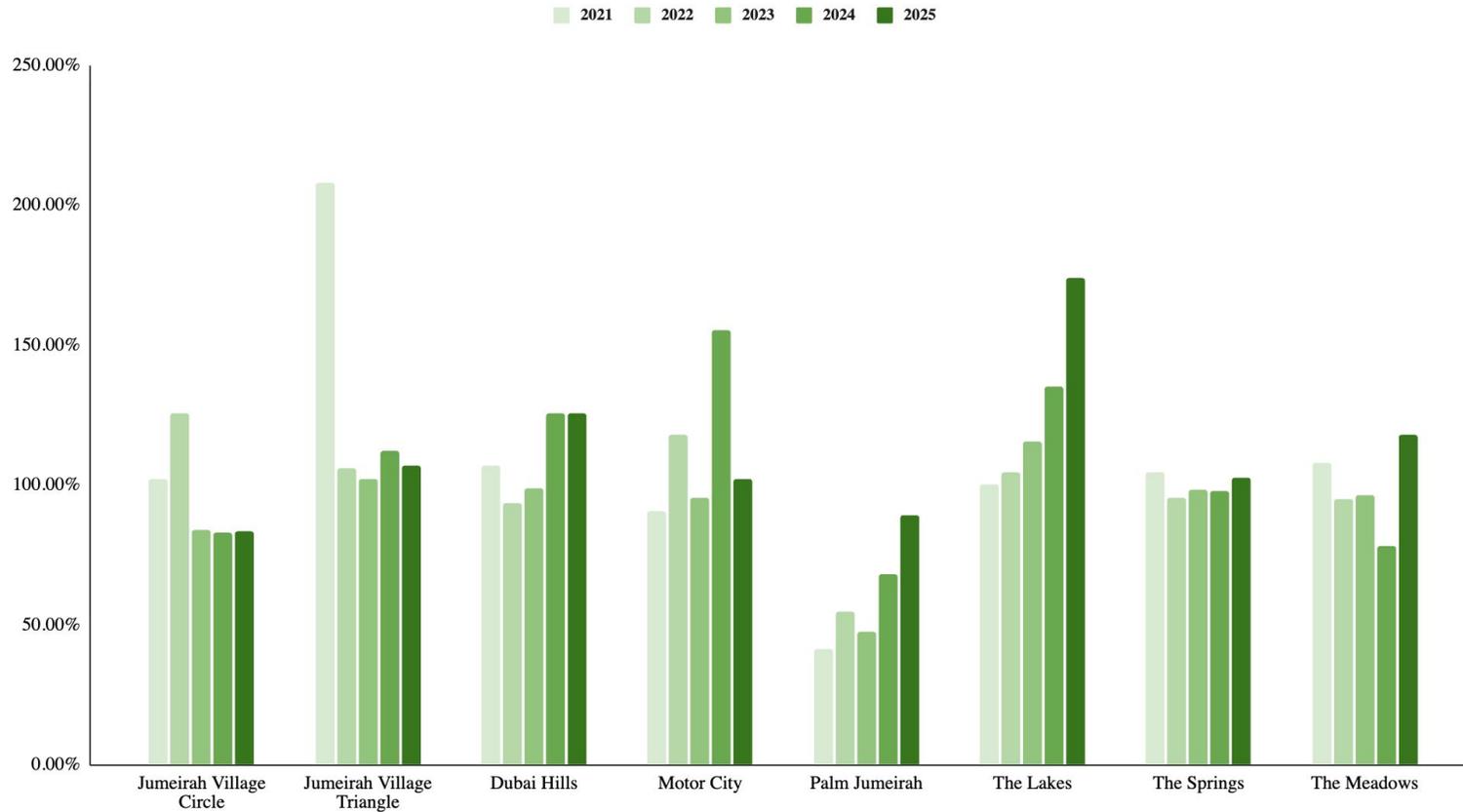
Mortgage/Sales (Volume) - Communitywide Villas (Jan 2021 - Oct 2025)



However, if we narrow the scope to only villas, then the picture changes dramatically. Now, Furjan and Dubai Sports City also have mortgages shoot over 100% of sales transactions volumes, and appear to be over 100% mortgaged since 2021 and 2022 respectively.

Refinanced (by Volume) - Villas Continued

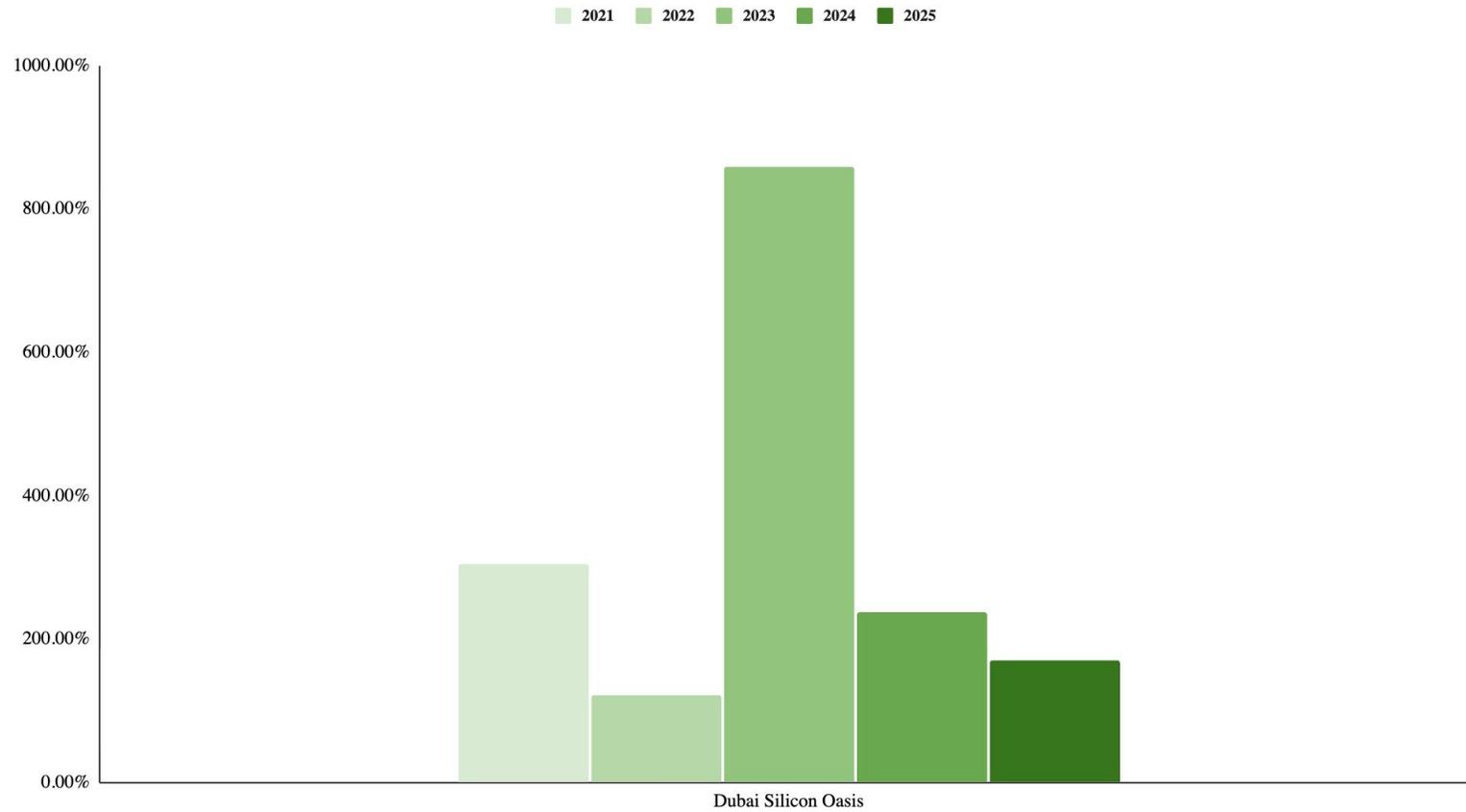
Mortgage/Sales (Volume) - Communitywide Villas (Jan 2021 - Oct 2025)



The same happens in JVT, Dubai Hills and Motor City. In fact, JVT appears over 100% mortgaged for every year since 2021.

Refinanced (by Volume) - DSO Villas Continued

Mortgage/Sales (Volume) - Dubai Silicon Oasis Villas (Jan 2021 - Oct 2025)



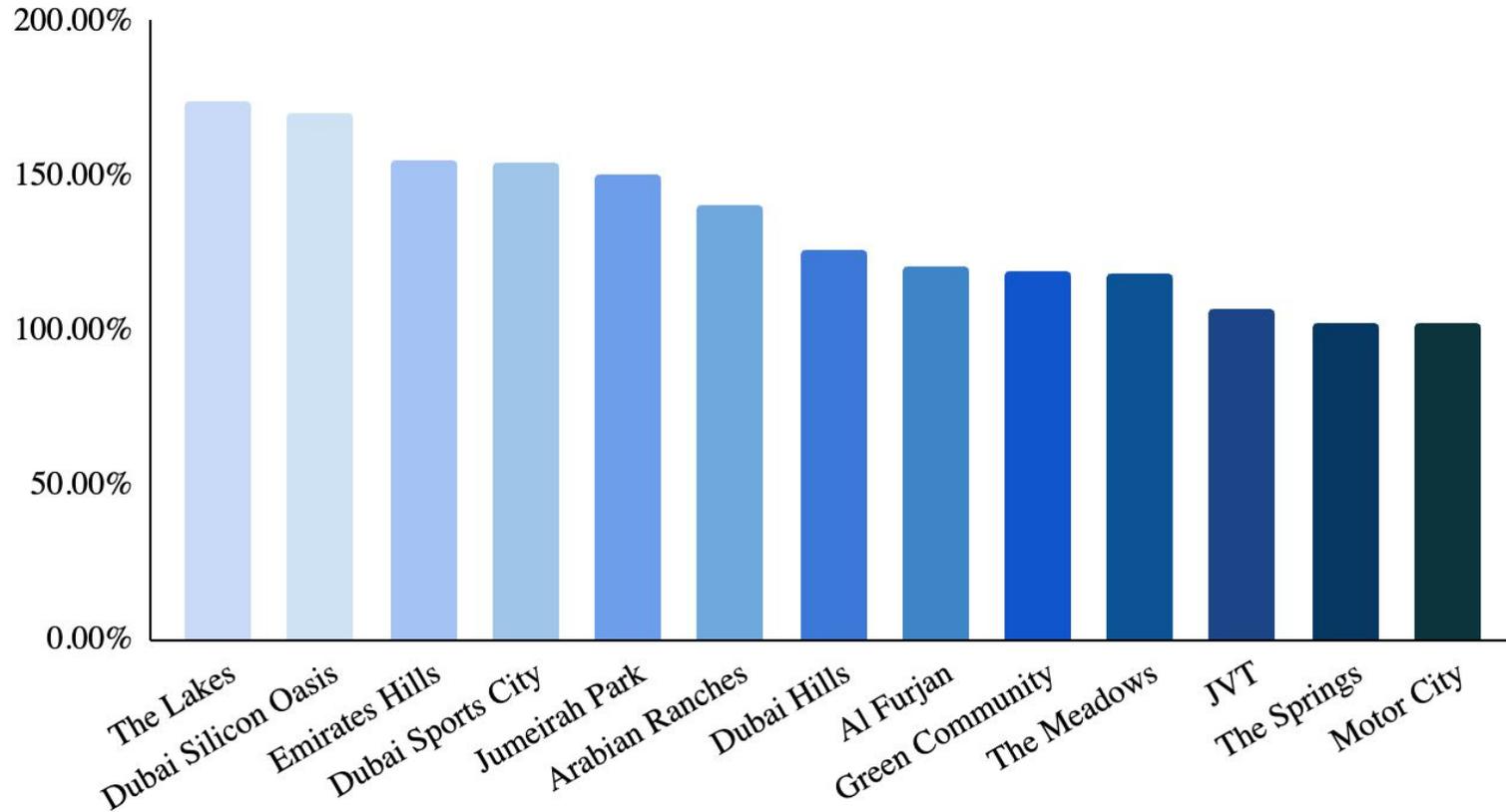
Dubai Silicon Oasis is a bit of a unique case unto itself, with the data suggesting an extreme degree of mortgaging taking place. Even with 2025 being a relatively low year, mortgages are still 170% of sales by volume.

Villa Communities Over 100% Mortgaged

GCP

REIDIN

2025 Communities With Over 100% Mortgage/Sales (Villas)



The communities in our sample that have had their villa markets be over 100% mortgaged in 2025 (from January to October) are shown in the above graph in descending order. There is a mix of communities that are solely comprised of villas, such as The Lakes, Emirates Hills, Jumeirah Park, Arabian Ranches, The Springs and the Meadows, as well as communities that have a mix of apartments and villas. Furthermore, there is also a range of price points represented by these communities, as well as ages.

Market Share

GCP

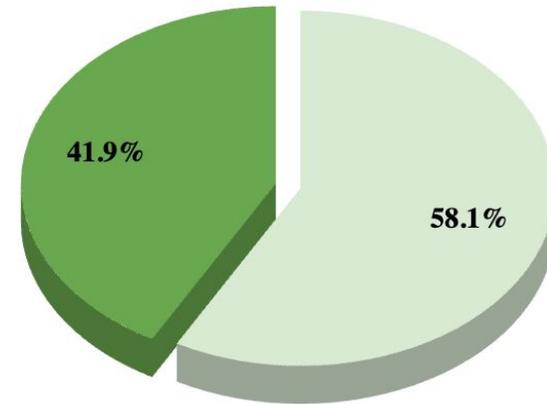
The communities highlighted in this report have accounted for just over 58% of all ready villa transactions in Dubai since January 2021, highlighting that this is not just a phenomenon taking place in some small niche pocket of the market.

As seen in the second chart, this year that market share is slightly lower at 54.5%, owing to the fact that newer supply has since hit the ready market. Nonetheless, this is still a highly significant portion. The total refinance value of these communities accounts for 27% of the total mortgage value for villas across Dubai in 2025 (through October).

REIDIN

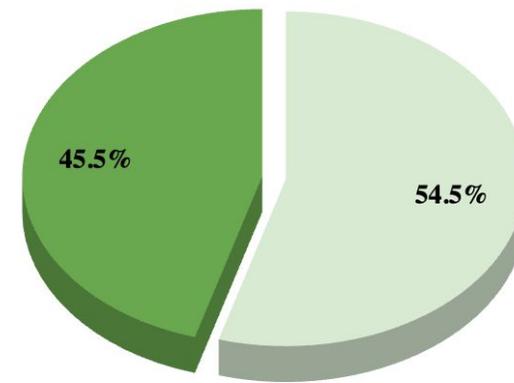
Community Sample Share of Citywide Ready Villa Transactions Total Value (Jan 2021 - Oct 2025)

● Select Communities ● Rest of Dubai



Community Sample Share of Citywide Ready Villa Transactions Total Value (2025 Jan - Oct)

● Select Communities ● Rest of Dubai



Conclusions

Citywide Analysis

The citywide data underscores that the recent strength of Dubai's secondary market rests partly on cyclical refinancing rather than genuine expansion. The rise in multiple mortgages against the same properties suggests a liquidity-driven phase where homeowners and investors alike are tapping equity to extract value. As such, mortgage growth no longer reflects confidence alone, but also leverage-dependence. In evaluating the market's health, it is therefore insufficient to track gross transaction volumes or nominal sales values. Adjusted for double-counting and non-cash transfers, the market's apparent record-breaking performance is far more subdued.

Community Analysis

That over half of Dubai's ready villa market now resides in communities exhibiting refinancing behavior above the 100% threshold underscores how widespread the practice has become. The prevalence of multiple mortgages within these mature submarkets suggests that what was once a financing tool for new entrants has evolved into a liquidity mechanism for existing owners. This not only changes how we interpret transaction activity at the community level, but also signals that much of the market's apparent depth is being recycled through credit rather than driven by new capital inflows.

Conclusion

Taken together, the citywide and community-level findings reveal that refinancing has become an increasingly integral driver of Dubai's real estate activity. What appears on surface level to be a market that is continuing to exceed itself in soaring to new heights is in large part being sustained by liquidity circulating through existing assets rather than fresh investment inflows. The rise in repeated mortgaging, particularly concentrated in mature villa communities, suggests that homeowners and investors alike are tapping built-up equity to extract cash or manage obligations in a market where price growth has moderated (see our previous report *Price and Prejudice* for a more detailed exploration of this moderation). While this broad refinancing cycle reflects financial confidence and institutional willingness to lend, it also introduces a layer of fragility, as leverage, not organic expansion, is doing much of the heavy lifting. Traditional indicators such as sales volumes, transaction values, and even mortgage issuances must now be interpreted with greater caution. The apparent depth of the market conceals a circular flow of credit that can amplify short-term liquidity but also obscures softening fundamentals. Understanding refinancing as both a symptom and a signal is therefore critical.

There are communities that had previously exceeded the 100% mortgage/sales benchmark but have since seen that figure reduce below the threshold, such as Jumeirah Golf Estates and Jumeirah Village Circle. Interestingly, Palm Jumeirah has never seen mortgage/sales ratios exceed 100% on an annual basis over the last five years.

Arabian Ranches, Dubai Silicon Oasis, Dubai Sports City and Jumeirah Village Triangle are all communities where villa transactions have exceeded the 100% mortgage/sales threshold every year since 2021, while Green Community and The Lakes have exceeded the threshold since 2022.



Global Capital Partners Group believes in in-depth planning and discipline as a mechanism to identify and exploit market discrepancy and capitalize on diversified revenue streams.

Our purpose is to manage, direct and create wealth for our clients.

These research reports are authored by GCP.

Indigo Icon, 1708
Jumeirah Lake Towers,
P.O. Box 500231 Dubai,
United Arab Emirates
Tel. +971 4 447 7220
Fax. +971 4 447 7221
www.globalcappartners.com
info@gcp-properties.com



Reidin is the leading real estate information company focusing on emerging markets.

Reidin offers intelligent and user-friendly online information solutions that help professionals access data and information in a timely and cost effective basis.

Reidin is the data provider for these research reports.

Concord Tower, No. 2304
Dubai Media City,
P.O. Box 333929 Dubai,
United Arab Emirates
Tel. +971 4 277 6835
Fax. +971 4 360 4788
www.reidin.com
info@reidin.com

Our Aspiration and Motto

**“No barrier can withstand the strength of
purpose.”**

-HH General Sheikh Mohammed Bin Rashid Al Maktoum
The Ruler of Dubai, Prime Minister and Vice President of the UAE

