



Real Estate Insider

August 2025

KPMG in Qatar

Issued in October 2025

Retail Sector

QIIB Named Best Islamic Retail Bank in Qatar 2025

QIIB has been awarded the title of Best Islamic Retail Bank in Qatar for 2025 by Global Business & Finance magazine, recognizing its innovation, customer-focused services, and digital transformation. The bank earned the distinction following a comprehensive review of its retail performance, highlighting its ability to develop advanced products, enhance digital channels, and maintain high standards of service quality. The award also reflects QIIB's strategic vision, blending leadership with flexibility, and its continued investment in technology to ensure secure, seamless access for customers. With a strong emphasis on customer satisfaction, comprehensive service offerings, and innovation, QIIB continues to strengthen its position as a leading institution in Qatar's banking sector.



Hospitality & Tourism Sector

Qatar's Hospitality Sector Finds Sustainable Growth Beyond Mega-Events

Qatar's hospitality industry is demonstrating steady resilience and sustainable growth, with the Q2 2025 KPMG Hotel Performance Index (K-HPI) reaching 118.8—18.8 percent above pre-pandemic benchmarks. After a World Cup-driven peak in 2022, the market has stabilized at healthy levels, supported by consistent regional demand, repeat visitation, and tourism diversification efforts spanning medical, cultural, and business travel. Growth in mid-market properties, longer guest stays, and rising demand for apartment-style accommodations signal a shift toward a more balanced sector less reliant on mega-events, positioning Qatar's hotel market on a trajectory of long-term stability.

Qatar Tourism Records Strong Growth in 2025

Qatar welcomed 2.6 million visitors in the first half of 2025, up 3% from last year, with GCC travelers leading arrivals. Hotel occupancy averaged 71%, contributing to 5.2 million hotel nights and driving the sector's QR55 billion GDP share in 2024—8% of the economy. Backed by global campaigns, major festivals, and upcoming events such as the FIFA Arab Cup and F1 Grand Prix, Qatar is steadily advancing toward its Tourism Strategy 2030 goals while strengthening its position as a year-round global destination.



Education Sector (1/3)

Qatar Empowers Future Environmental Experts Through Summer Training Program

The Ministry of Environment and Climate Change concluded a summer training program for students from Qatar University's Department of Environmental and Biological Sciences, running from June 15 to August 7, 2025. The program provided hands-on experience in environmental monitoring, inspection, and research, covering marine and soil quality, air and beach monitoring, and laboratory analysis techniques. Through practical workshops, laboratory work, and departmental tours, students enhanced their analytical, teamwork, and research skills, gaining preparation for careers in environmental protection and sustainable development.

Qatar Foundation's "Mukayyamna" Camp Empowers Students Through Experiential Learning

The summer edition of Qatar Foundation's "Mukayyamna" program brought together over 600 students from QF and other schools across the country, combining learning, interaction, and entertainment. The camp focused on developing skills in leadership, teamwork, critical thinking, arts, music, sports, sustainability, and financial literacy through experiential activities. By engaging students in real-life challenges, decision-making, and community programs, the initiative fostered independence, resilience, and social awareness, while promoting inclusivity and broadening educational experiences beyond the traditional classroom.

Tarsheed Summer Camp 2025: Shaping a Sustainable Future

Tarsheed Summer Camp 2025, held from August 11–13 at the Qatar Scientific Club under the slogan "Learn... Think... Conserve", brings together 60 students aged 9–14 to explore sustainability and conservation. The program features interactive workshops on electricity, solar energy, and water desalination, complemented by scientific tours, awareness sessions, and group activities that foster creativity, teamwork, and environmental responsibility. Running daily from 9:30 a.m. to 12:00 p.m., the camp integrates education with hands-on experiences, aligning with Qatar National Vision 2030 by promoting a culture of conservation and preparing a generation to contribute to sustainable development.

Reviving Arabic Calligraphy Among Youth

Two summer workshops by the Qatar International Arabic Calligraphy Competition Committee "Al-Raqim," in collaboration with the Ministry of Education and Higher Education, introduced 70 students to the art of Arabic calligraphy. The programme combined practical training with a presentation on its history, highlighting calligraphy's cultural, aesthetic, and spiritual significance while fostering artistic skills and reinforcing Islamic identity.

Education Sector (2/3)

Summer Centers Streamline Student Registration

Two summer centers operated by the Ministry of Education and Higher Education helped streamline student registration and transportation for the 2025–2026 academic year. Located at Al Ahnaf Bin Qais Preparatory School for Boys and Ahmad Mansour Primary School for Boys, the centers provided document verification, registration approval, and admission tests, supported by specialized staff and electronic systems. Communication with parents was managed through the “Maaref” portal, with feedback surveys and awareness campaigns enhancing the service.

Marhaba 2025 Emphasizes Community Service for New Students

Marhaba 2025, Qatar Foundation’s flagship student orientation, focused on community service as a central theme, welcoming first-year students to Education City with a full-day program of leadership remarks, a keynote address, and student presentations. The event highlighted civic engagement opportunities from day one, introducing students to volunteering, advocacy, and social contribution. By embedding service and active citizenship into the student experience, the program aimed to foster responsible, community-minded leaders who carry these values throughout their academic journey and beyond.

MoEHE Updates School Schedules for 2025–2026

The Ministry of Education and Higher Education (MoEHE) announced adjustments to public school schedules for the 2025–2026 academic year to enhance the learning environment and student well-being. Secondary students will now have early dismissal at 12:45 pm on Thursdays, providing additional time for rest, extracurricular activities, or family engagement. For primary school students, a five-minute break will be introduced between classes to allow brief rest periods, improve focus, and support a more balanced daily routine. These amendments aim to create a smoother, more student-friendly schedule while maintaining the quality and continuity of education throughout the academic year.

HBKU Welcomes New Students for 2025–2026

Hamad Bin Khalifa University held its Student Orientation Programme from August 19–21, welcoming 974 new students, including 308 undergraduates and 666 postgraduates, across 48 programs. The orientation introduced campus life, academic expectations, and HBKU’s focus areas, including Precision Health, AI, Sustainability, and Social Progress. The year also marked the launch of the School of Economics and Management with a Master’s in Economics. Leadership and faculty guided students through academic and extracurricular opportunities, fostering engagement, innovation, and personal growth, while 303 Qatari students joined to strengthen national human development efforts.

Education Sector (3/3)

Qatar University Welcomes Students for New Academic Semester

Qatar University opened its doors to more than 29,000 students, marking the start of the new academic semester across its colleges and programs. Preparations were completed to ensure a smooth start, particularly for over 6,000 new students, with support systems in place including academic advising, psychological and social services, and specialized centers for learning, skills development, and employment. Campus life offered a range of cultural, sports, artistic, and research activities to nurture talents, leadership, and social skills. The Student Employment Center provided training, field experience, and expert guidance to prepare students for the labor market. Students were encouraged to complete registration, verify schedules, attend lectures, and actively engage in university activities to make the most of their academic journey.



Healthcare Sector (1/2)

MoPH Issues Food Safety Advisory for Summer

As summer temperatures rise, the Ministry of Public Health (MoPH) launched a campaign urging the public to follow proper food hygiene and report violations by calling 16000. The advisory highlighted safe practices from preparation to storage, including washing hands, keeping surfaces and utensils clean, and ensuring proper temperature control for hot and cold foods. Guidance covered dining out, deliveries, picnics, and barbecues, stressing prevention of contamination, avoiding cross-contamination, and discarding food left unrefrigerated for over two hours. The campaign also emphasized careful handling of frozen foods, safe marinating, and proper storage of perishable items, aiming to protect health and prevent foodborne illnesses during the hot season.

MoECC Advises Public on Controlling Myna Bird Spread

The Ministry of Environment and Climate Change (MoECC) provided guidance to residents to help manage the invasive myna bird population. Residents were advised not to feed or leave food accessible to the birds, keep garbage bins covered, seal holes in walls and roofs, and remove dry branches that could serve as nesting sites. The public was also urged not to interfere with traps or cages, allowing trained teams to handle captured birds. Awareness-raising was encouraged to share information about the risks posed by myna birds, which are highly aggressive, threaten other species, damage crops, and may carry diseases such as avian influenza and malaria.

Aisha Bint Hamad Al Attiyah Hospital Performs Advanced Joint Surgery

Aisha Bint Hamad Al Attiyah Hospital successfully completed a highly complex joint reconstruction surgery, a procedure performed at only a limited number of specialized centers worldwide. The Orthopaedic Surgery Department, staffed by experienced surgeons and seeing 1,100–1,200 outpatients monthly, is equipped with advanced technologies for fracture management, sports injuries, joint reconstruction, recurrent dislocation correction, and partial or total joint replacement, following internationally recognized medical protocols. The procedure highlights the hospital's capability to perform precise surgeries benefiting young patients with congenital deformities or long-term sports injuries.

Mol Reminds Passengers of Doha Metro Safety Guidelines

The Ministry of Interior (Mol) reminded Doha Metro passengers to follow safety measures to ensure a secure and comfortable journey. Passengers were advised to keep belongings secure, maintain distance from train doors, follow station instructions and signs, seek assistance in emergencies, avoid smoking, and supervise children on escalators. These precautions aim to protect commuters and promote a smooth travel experience for all.

Healthcare Sector (2/2)

The View Hospital Performs Qatar's First iStent Inject W Glaucoma Surgery

The View Hospital, in partnership with Cedars-Sinai, performed Qatar's first iStent inject W implantation, a minimally invasive procedure for treating open-angle glaucoma. Conducted by Prof. Ahmad Muneer Otri, the surgery restored the patient's eye fluid outflow, reducing intraocular pressure and achieving full visual recovery without complications. The iStent inject W offers a safer, effective alternative for patients with mild to moderate glaucoma, minimizing the need for invasive procedures or lifelong medication. This milestone reflects The View Hospital's commitment to introducing world-class innovations, advancing precision-driven glaucoma care, and enhancing patient outcomes in Qatar.

PHCC to Open New Urgent Care Clinic at Al Wajba from September 28

The Primary Health Care Corporation (PHCC) announced that a new urgent care clinic for adults and children will open at Al Wajba Health Center from September 28. This addition is part of PHCC's ongoing efforts to expand urgent care services across the country and enhance accessibility for the community. The clinic will provide comprehensive assessment, diagnosis, and treatment for non-emergency and non-life-threatening cases, ensuring timely care for patients in need. With this opening, the total number of urgent care centers will increase to 13, offering round-the-clock services and reinforcing PHCC's commitment to delivering high-quality healthcare that meets the growing needs of the population.



Port & Marina Sector

Mwani Qatar Reports Significant Cargo Growth in July

Mwani Qatar handled over 234,000 tons of general and bulk cargo in July, marking a 64 percent increase compared to June. The number of vessels rose by 16 percent to 268 ships, while standard container handling reached 116,970 units. Building materials saw a 105 percent increase to 52,677 tons, livestock handling grew 86 percent to 28,250 heads, and the handling of vehicles and equipment rose 30 percent, reaching 12,798 units.

Marine Protection Department Reports Q2 2025 Activities

In the Q2 2025, the Marine Protection Department logged 3,404 hours on inspections and monitoring across local waters, identifying 278 violations related to fishing practices and illegal equipment. The department conducted five surveys, issued 834 reports, handled 36 public requests, and participated in 14 workshops and awareness campaigns to promote marine conservation and protect biodiversity.

Ministry of Municipality Advances Marine Chart Updates Using LiDAR

The Ministry of Municipality is implementing the second phase of updating Qatar's coastal marine charts with advanced hydrographic survey technologies. The operation, covering the western coast from August to October, uses safe, internationally compliant green LiDAR beams deployed via a piloted aircraft during day and night. The ministry confirmed that the Aerial Survey System used for the surveys is owned and operated by the Ministry.

Warehouse & Logistic Sector

Qatar Strengthens Position as Regional Logistics Hub

Qatar is rapidly establishing itself as a regional logistics hub, combining major infrastructure investments, strategic free zones, and advanced digital systems to streamline trade. Hamad Port and Hamad International Airport form an integrated network serving over 200 destinations, while inland logistics parks and AI-driven customs clearance enable fast, efficient handling of goods. Free zones offer incentives like 100% foreign ownership and zero customs duties, and specialized sectors—such as pharmaceuticals, high-tech supply chains, and green logistics—support economic diversification. With expanded rail freight corridors, sustainable warehouses, and strategic geography bridging Asia, Africa, and Europe, Qatar is positioning itself as the Gulf's key logistics gateway.



Key Industry Insights (1/3)

Qatar Strengthens Sustainable Development Across Key Sectors

Education policies are being advanced to foster innovation, empower national talent, and improve learning outcomes, while healthcare initiatives focus on modernization, preventive services, and expanded access. Economic sustainability is supported through diversification, SME growth, entrepreneurship, and foreign investment, alongside transport strategies that emphasize digital transformation, smart infrastructure, and green mobility. These combined efforts reflect steady progress toward a comprehensive development framework that integrates human capital, economic growth, and sustainability, reinforcing Qatar's position as a dynamic and adaptive nation on the global stage.

New Endowment Supports Debtors in Al Gharrafa Al-Rayyan

A two-story villa in Al Gharrafa Al-Rayyan was donated through the Family and Childhood Endowment Fund, with proceeds directed to support debtors. Managed by the General Directorate of Endowments after the donor's lifetime, the contribution strengthens Qatar's charitable endowment system, promotes family stability, and aligns with national goals for social welfare and solidarity.

Qatar Real Estate Sector Records Strong Q2 Growth

Qatar's real estate sector saw robust growth in Q2, with transaction values reaching QAR 8.9 billion, a 29.8% increase year-on-year, and 1,915 transactions, up 44% from the same period last year. Residential units accounted for 44% of sales, led by The Pearl and Lusail, while the rental market recorded 58,246 contracts in H1, a 26% rise, with Al Wakrah showing the highest demand. Strong performance reflects strategic locations, emerging areas, digital transformation, and infrastructure investment, supporting sustainable growth in line with Qatar National Vision 2030.

Real Estate Sales Total QAR 309.7 Million in Late July

From 27 to 31 July 2025, real estate sales contracts registered at the Ministry of Justice's Department of Real Estate Registration reached QAR 309,677,668, including QAR 44,945,275 for residential units. Traded properties included vacant lands, houses, residential buildings, complexes, palaces, and units. Sales were concentrated in Al Rayyan, Al Wakrah, Doha, Umm Salal, Al Daayen, Al Khor, Al Dakhira, and key zones such as The Pearl, Lusail 69, Ghar Thuaileb, and Legtaifiya.

Key Industry Insights (2/3)

Qatar's Banking Sector Shows Strong Growth in June 2025

Qatar's banking sector recorded robust growth in June 2025, reflecting financial stability and expanding activity. Commercial banks' total assets rose 6.3% to QAR 2.13 trillion, while domestic deposits increased 1.9% to QAR 850.5 billion. Total domestic credit grew 5.2% to QAR 1.33 trillion, supported by lending in construction, real estate, and manufacturing. Broad Money Supply (M2) reached QAR 740.3 billion, up 1.1%, indicating controlled monetary expansion. The growth highlights strong public and private confidence, a resilient credit market, and effective QCB policies, positioning Qatar's banking sector as a stable and dynamic driver of economic transformation under National Vision 2030.

Lusail Real Estate Management Partners with TESS Payments for Digital Solutions

Lusail Real Estate Management, a subsidiary of Qatari Diar, signed a strategic agreement with TESS Payments to provide secure and convenient digital payment options for unit owners, HOAs, and commercial partners across Lusail City. The partnership supports Lusail's growth as a smart, sustainable city, enhancing service quality and modernizing financial operations. TESS Payments, a licensed provider under the Qatar Central Bank, offers advanced, secure digital payment infrastructure that aligns with Qatar's National Vision for innovation, financial inclusion, and cashless ecosystems.

New Al-Walida Mosque Opens in Wadi Al Sail, Serving 765 Worshippers

The Ministry of Endowments and Islamic Affairs, through the Mosques Department, inaugurated the Al-Walida Sari'a Saeed Ahmad Al Kuwari Mosque in Wadi Al Sail, accommodating 765 worshippers on a 3,075-square-metre plot. Endowed by Nasser bin Jabr bin Sultan bin Tawar Al Kuwari, the mosque features a main prayer hall for 620 worshippers, a women's hall for 145, ablution facilities, and ample parking including spaces for persons with disabilities, topped by a tall minaret. The Ministry's Engineering Affairs Department oversees mosque construction, maintenance, and management, ensuring alignment with urban growth and Qatar National Vision 2030.

24 New Real Estate Brokers Licensed in Qatar

A new batch of 24 Qatari real estate brokers, including individuals and brokerage companies, took the legal oath before the Real Estate Brokers Affairs Committee at the Ministry of Justice. The brokers completed all licensing procedures under Law No. (22) of 2017 and the mandatory training course. The Ministry emphasized that licensed brokers are essential for safeguarding clients' rights, promoting the real estate sector's growth, and ensuring compliance with legal requirements. The initiative forms part of ongoing efforts to regulate and professionalize the brokerage profession in line with national economic and market development goals.

Key Industry Insights (3/3)

Qatar Real Estate Transactions Reach QAR 255.2 Million in Third Week of August

Between August 17 and 21, real estate sales contracts registered with the Ministry of Justice totaled QAR 255.2 million, including QAR 53 million from residential unit sales, according to the weekly bulletin. Properties traded included vacant land, houses, residential and commercial buildings, and compounds, with transactions concentrated in Doha, Al Rayyan, Al Wakrah, Al Daayen, Umm Salal, Al Khor, Al Dhakira, The Pearl Island, Lusail 69, and Ghara T'heilb. The volume marked a decline from the previous week, when real estate transactions exceeded QAR 326 million.

Qatar's Economy Shows Strong Growth in H1 2025

Qatar's economy demonstrated resilience in the first half of 2025, with commercial banks' assets hitting a record QAR 2.17 trillion (+9% y-o-y) on steady LNG revenues. Market openness drove foreign participation as QFC registered 828 new firms (+64%) and the Ministry of Commerce and Industry recorded 5,777 new entities in Q2, including 2,911 fully foreign-owned companies (+640%). Listed firms posted QAR 26.67 billion in net profits (+2.3%), the All-Share Index rose 5.3%, and real estate transactions reached QAR 8.9 billion in Q2 (+30%) with leasing up 26%, underscoring Qatar's appeal as a stable investment hub.



Key Events (1/2)

Checklist V3: Back to School 2025 at Msheireb Downtown Doha

From August 14–30, Msheireb Galleria hosts Checklist V3: Back to School 2025, a 17-day family-friendly indoor activation introducing the innovative “MDD Academy” concept. The program transforms the space into interactive learning zones with technology-driven workshops, themed classrooms, reading and sports activities, music, safety education, and logic-based experiences, alongside a school preparation hub offering educational activities and retail opportunities. Additional highlights include The Hangout arcade zone and lively stage shows with quizzes and interactive entertainment. Operating daily from 3 p.m. to 10 p.m. with a QAR 25 entry fee, the initiative blends education, culture, and recreation, supporting families during the back-to-school season while reflecting Msheireb Properties’ commitment to meaningful, community-driven experiences.

InflataCity 2025 to Take Over QNCC This August with World’s Largest Indoor Inflatable Event

Qatar Calendar, in collaboration with Events & Entertainment Enterprises (E3), is bringing back InflataCity 2025 from August 5 to 28 at the Qatar National Convention Centre (QNCC). Following the huge success of last year’s edition, which drew over 42,000 visitors, this year’s event promises an even bigger family adventure across 30,000 sqm of air-conditioned halls. Visitors can enjoy more than 30 giant inflatable installations, including favorites like InflataMonster, Festival Inflata, and CandyMaze, alongside a paintless paintball arena, kid’s driving zone, arcade games, carnival attractions, dining options, and all-day live entertainment.

Doha Photography Award Launches with Over QAR 2 Million in Prizes

The Qatar Photography Center, under the Ministry of Culture, has announced the first-ever Doha Photography Award, offering prizes worth more than QAR 2 million. Open to photographers worldwide regardless of age or experience, the competition features six categories: Qatar Category (highlighting the country’s landmarks, with a QAR 300,000 grand prize), General (Colors), General (Black & White), Special Theme: Emotions, Story Theme (a series of images), and General (Under 18) for young talents. Entries must be captured on professional cameras, free of AI generation, logos, or watermarks, and meet the award’s technical standards.

Qatar Builds Momentum Ahead of FIBA World Cup 2027

With the FIBA Basketball World Cup 2027 set to make its Middle East debut in Doha, the Qatar Basketball Federation (QBF) is accelerating player development and international exposure. The senior team, led by coach Hakan Demir, recently tested itself against top sides at the FIBA Asia Cup 2025, while the U-16 squad gained experience at the Arab Championship in Egypt. Meanwhile, Qatar’s U-23 3x3 team secured a spot at the World Cup in China after strong Nations League results. QBF President Mohammed bin Saad Al Mughaiseeb said these milestones reflect a long-term strategy to grow talent across formats and position Qatar as both a capable host and rising basketball force.

Key Events (2/2)

Cityscape Qatar 2025 to Showcase Future of Real Estate

Cityscape Qatar 2025 will return to Doha this October with over 70 exhibitors across residential, commercial, industrial, hospitality, and logistics sectors. With 90% of the show floor already sold out, the event—held under the theme “Shaping the Future of Real Estate”—will spotlight Qatar’s real estate prospects through sustainability, AI integration, and smart city planning. Highlights include global investment opportunities, exclusive project launches, and new features such as CityscapeWIRE (Women in Real Estate) and the Future Architecture Showcase with Qatar University. Positioned as a gateway to Qatar’s real estate transformation and aligned with Qatar National Vision 2030, Cityscape serves as a platform for developers, investors, and policymakers to drive innovation, infrastructure growth, and international partnerships.

Doha Festival City Hosts Back-to-School Fun (Aug 16–30)

From August 16 to 30, Doha Festival City will host a back-to-school event at Center Court featuring top brands, creative workshops, face painting, giveaways, and photo zones. The event blends shopping, family fun, and sustainability, with vouchers and activities for kids and parents.



Upcoming Events

September

No of events - 7

Week 1

- Season Opening Concert: An Evening of Schumann ■
- 'Be Happy' Play ■
- 'Al Madina Al Tarfihiya' Play ■
- Workshop: Realms of Rhythm ■
- Savage Line in West Walk ■
- Print Pack Sign Show ■
- Qatar Event Show ■

No of events - 4

Week 2

- 2nd Annual Qatar Digital ■
- S'hail - Katara International Hunting and Falconry Exhibition ■
- Qatar Philharmonic Presents: Spanish Impressions ■
- Workshop: Art Adventure ■

No of events - 3

Week 3

- A Musical Encounter: Sounds of Qatar and Argentina ■
- GCC Teams Padel Tournament U14,16,18 (Men & Women) ■
- Family Fun At Gewan Island ■

No of events - 8

Week 4

- The 6th Edition of Zinatha Exhibition ■
- Seashore Phoenix Games 2025 ■
- Candlelight: The Best of Hans Zimmer ■
- Candlelight: Coldplay vs. Ed Sheeran ■
- QTerminals Qatar Classic PSA Platinum – Squash ■
- Hadaba 25: Public Narrative and Data Storytelling ■
- Qatar Medicare 2025: Qatar's International Healthcare & Medical Exhibition ■
- Qatar Beauty & WellCare ■

October

Total no of events - 16

■ Business ■ Leisure ■ Sports



© 2025 KPMG LLC, a limited liability company registered with Qatar Financial Centre Authority (QFCA), State of Qatar and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

The insights and highlights featured in the August Monthly Insider are captured from a range of credible sources, including Gulf Times, The Peninsula Qatar, Qatar Tribune, Ministry of Labor (MoL), Zawya, Ministry of Public Health (MoPH), Ministry of Transport (MoT), Qatar Living, Ministry of Justice (MoJ), and Visit Qatar.

We undertake a wide array of advisory services in the real estate sector, delivering value across the entire spectrum of real estate assets (1/2)

Residential

- Residential focused mixed use
- High end & mid end Residential, Service Apartment, Branded Residential
- Residential villa compound development

Education

- K+12 Education (Public Schools, American, Canadian, British, Indian-CBSE and Others)
- SEN focused Education
- Tertiary Education & University

Healthcare

- General Healthcare (including IPD & OPD)
- Specialized Healthcare (Ex: Mother & Baby, Ortho)
- Ambulatory Care & Clinics

Commercial Office

- Commercial Office – Grade A & B
- Transit Oriented Development (TOD)
- Co-Working Space
- Data Centers

Industrial/ Warehouse/ Economic Zones/Ports/ Logistics

- Economic Zones
- Industrial
- Warehousing (2PL & 3 PL) & Logistics

Hospitality, Tourism and Entertainment

- 3,4- & 5-Star Hotels and Resorts
- Boutique Hotels/ Themed Resorts
- Wellness Developments & Spas
- Business Hotels
- Hotel Apartments
- Clubs
- Exhibition and Convention Centers
- Amusement and Theme parks (Outdoor & Indoor)
- Family entertainment centers (FECs)
- Community Centric Public Development: Public Parks and Public Beaches

Retail

- Retail Mall
- Traditional Retail – Souq
- Neighborhood & Transit Retail
- Hyper-market & Retail High-Street
- Tourism focused concept retail

We undertake a wide array of advisory services in the real estate sector, delivering value across the entire spectrum of real estate assets (2/2)

We can support you enhance your RE portfolio's performance and maximize returns...

Corporate & RE Strategy and Business Plan Development

- Defining vision, mission, values, goals and objectives – both at Corporate as well as Master Plan Development Level.
- Financial and Business Plan.
- Market Entry Strategies;
- Strategic Initiatives – Current, Mid and Long term.

Market Research Studies

- Assisting Clients in taking market knowledge-based decisions for real estate, hospitality, education, healthcare, retail, tourism & entertainment related developments

Facility Management Advisory, LC, Reserve Fund/Sinking Fund Assessment

- Assisting Clients in Facility & Property Management industry ranging from Public Private Partnership support, Market sizing, Strategy development, Business plan, Feasibility, Asset Due Diligence, CAM charges development to Benchmarking studies both from Developer and FM service provider perspective.
- Assessment for Reserve/ Sinking funds across real estate asset portfolios at any stage of the life cycle.

Real Estate Advisory Services

Financial Model Development / Financial Model Review / Audit

- Creating / validating / auditing complex financial models and scenarios for possible business venture, funding, PPP transaction etc.

Real Estate Asset Valuation

Valuation of RE Portfolio for:

- Financial Reporting Purpose and enabling management to take informed decisions for their transactions.

Asset Management Advisory: Portfolio Optimization & Performance Maximization

Assessing the As-Is performance of the portfolio and basis projected future performance of the market, developing strategy initiatives with roadmaps to maximize the portfolio performance at low-to-moderate market risk.

Business Performance Reviews & Development of Operation Plan

Developing and reviewing business performance and recommending on changes required.

Financial Feasibility, Debt Restructuring Studies

Understand the viability of the proposed/existing development / leading to development of suitable financial options to address the purpose such as raising debt, debt top-up, debt-restructuring etc.



Contact Us

**Venkat Krishnaswamy**

Partner,
Head of Advisory
KPMG in Qatar

kvenkatesh@kpmg.com
M : +974 5554 1024

**Sayantan Pande**

Director,
Head - Infrastructure & Real
Estate Advisory
KPMG in Qatar

sayantanpande@kpmg.com
M : +974 3330 9793

**Rishu Gupta**

Manager, Infrastructure & Real
Estate Advisory
KPMG in Qatar

guptar@kpmg.com
M: +974 6653 7641

**Mohit Gauriar**

Manager, Infrastructure & Real
Estate Advisory
KPMG in Qatar

mgauriar@kpmg.com
M: +974 7087 0342

**Fathi Melhem**

Senior Consultant, Infrastructure
& Real Estate Advisory
KPMG in Qatar

fathimelhem@kpmg.com
M: +974 6650 0752

**Firas Moukhadder**

Senior Consultant, Infrastructure
& Real Estate Advisory
KPMG in Qatar

fmoukhadder@kpmg.com
M: +974 7783 8458

**Ayman Takkoush**

Consultant, Infrastructure &
Real Estate Advisory
KPMG in Qatar

atakoush@kpmg.com
M: +974 5594 1619

**Mahmoud Shehada**

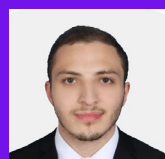
Consultant, Infrastructure &
Real Estate Advisory
KPMG in Qatar

mshahada@kpmg.com
M: +974 7757 1173

**Iheb Salhi**

Consultant, Infrastructure &
Real Estate Advisory
KPMG in Qatar

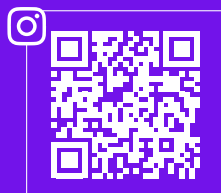
ihabs@kpmg.com
M: +974 3348 3571

**Feras Abu Ghoush**

Consultant, Infrastructure &
Real Estate Advisory
KPMG in Qatar

ferasabughoush@kpmg.com
M: +974 6655 7080

kpmg.com/qa



The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

© 2025 KPMG LLC, a limited liability company registered with Qatar Financial Centre Authority (QFCA), State of Qatar and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

© 2025 KPMG Qatar Branch is registered with the Ministry of Commerce and Industry, State of Qatar and a member firm of the KPMG global organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

The KPMG name and logo are trademarks used under license by the independent member firms of the KPMG global organization.