

An aerial photograph of a city skyline, likely Dubai, featuring numerous skyscrapers and modern buildings. The scene is captured during sunset or sunrise, with the sky transitioning from a deep blue to a warm orange and yellow. The city is situated along a body of water, with several boats visible in the foreground. The overall atmosphere is one of a bustling, modern metropolis.

JXESTATES

REAL ESTATE TRAINING PROGRAM

Beginner to Advanced

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01	MARKET OVERVIEW Understand Dubai market cycles, key statistics, master and private developers, and ownership structures including freehold, leasehold, usufruct, and Musataha.	• Market Key Statistics • Market Cycles & Trends (2002–2026) • Developer Classification (Master, Sub, Government, Private) • Ownership Structures (Freehold, Leasehold, Usufruct, Musataha)
02	REGULATORY FRAMEWORK Explore DLD, RERA, RDC, DLD Cube, RT Offices, and Dubai Municipality, and how Dubai’s regulatory system impacts transactions and compliance.	• Dubai Land Department (DLD) • Real Estate Regulatory Agency (RERA) • Rental Disputes Center (RDC) • Dubai Land Department Cube (DLD Cube) • Registration Trustee Offices (RT Offices) • Dubai Municipality (DM)
03	PRIMARY (OFF-PLAN) MARKET Master the off-plan process through EOIs, booking forms, SPA agreements, Oqood, escrow accounts, flipping, cancellations, and developer procedures.	• Expression of Interest (EOI) • Reservation / Booking Form • Sale & Purchase Agreement (SPA) • Oqood (عقود) Registration • RERA-Approved Escrow Accounts • Flipping & Resale • Defaults & Cancellations

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04	SECONDARY (RESALE) MARKET Navigate Dubai’s resale market through Contracts A, B, F, Form I, Trakheesi, Madmoun, Dubai REST, Green List, RT transfers, mortgages, and Mollak.	• Smart Contracts (Contract A / B / F) • Agent-to-Agent (Form I) • Smart Systems (Trakheesi, Madmoun, Dubai REST & Green List) • RT (Trustee) Office Transfer • Mortgage Process (LTV) • Mollak (مُلاك) JOP System
05	LEASING & PROPERTY MANAGEMENT Study leasing and property management through tenancy contracts, Ejari, the RERA Rental Index, legal notice periods, RDC, and short-term rentals.	• Lease Brokerage Agreement / Listing Form • Tenancy Contract & Addendum • Ejari (إيجاري) Registration • RERA Rental Index • Legal Notice Periods • Tenant Rights & Legal Protections • RDC Fees Structure • Property Management (Short-Term Lease)
06	CORE REAL ESTATE LAWS Examine Dubai real estate laws, regulations, decrees, resolutions, and bylaws, and how they apply to transactions, disputes, and broker operations.	• Law No. (13) of 2008 • Law No. (8) of 2007 • Law No. (6) of 2019 • Law No. (14) of 2008 • Law No. (26) of 2007 • Regulations & Decrees • Resolutions & Bylaws

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INVESTMENT & FINANCIAL ANALYSIS

Analyze Dubai investments through PSF, rental yield, ROI, capital appreciation, liquidity, exit strategy, and long-term growth planning.

- Price per Sq Ft (PSF)
- Rental Yield
- ROI (Rental ROI / Net Yield)
- Total ROI (True Return)
- Capital Appreciation
- Appreciation vs Yield Balance
- Liquidity & Exit Strategy

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PROPERTY PORTALS & PLATFORMS

Discover how property portals operate through listing rankings, premium placements, visibility strategies, lead generation, and market intelligence tools.

- Property Portals (Property Finder, Bayut, Dubizzle)
- Area & Unit Selection
- Visibility Strategies (Credits Calculator, Boost Types)
- Listing Quality Rank (LQR)
- SuperAgent Badge Qualification (SBQ)
- Premium Area Placements (AWS & CTS)
- Market Intelligence (Reelly AI, DXB Interact)

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REAL ESTATE PSYCHOLOGY

Develop real estate psychology, HNWI client understanding, investor personalities, lead qualification, competition awareness, and communication strategy.

- Self Psychology
- High-Net-Worth (HNWIs) Client Psychology
- Lead Qualification Method
- Agent Competition Awareness
- Approach & Communication
- Investor Personalities Classification



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