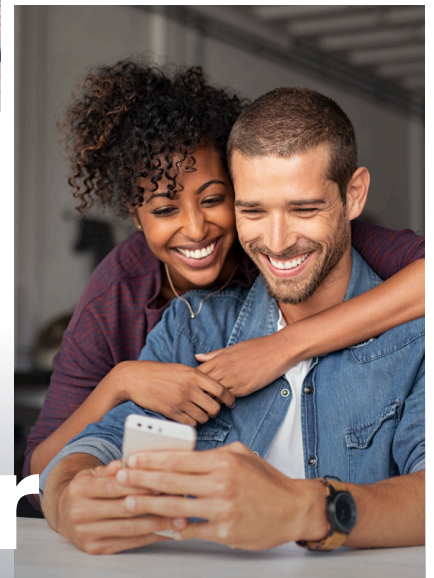
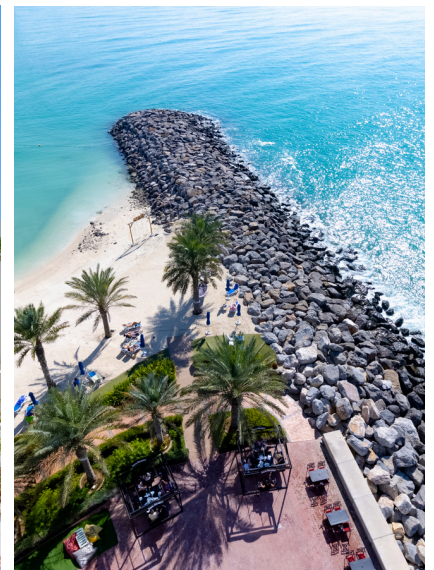




# Thank you for your enquiry

Here's a quick guide to help you navigate listing your property for sale / rent in Ras Al Khaimah.

# Introduction

Your property can play a huge part of your life, both financially and emotionally. So, the decision to rent or sell is never made lightly. Firstly, you need to determine a marketing strategy. Price the property correctly to attract interest. Partner with your local real estate expert, you can depend on Hunt and Harris Real Estate to guide you through the process with confidence.

## CHOOSE YOUR AGENT CAREFULLY!

When looking for agents to work with in the Ras Al Khaimah be sure to ask for the company's Trade License. It is also useful to ask about the company's area(s) of expertise and range of services. Our agents have access to unparalleled tools and resources & world class education and training that makes them excel in the prime freehold areas of Ras Al Khaimah.





## DOCUMENTS REQUIRED TO LIST YOUR PROPERTY FOR RENT OR SALE!

### **Documents Required for an Individual Seller:**

- Title Deed / Sale and Purchase Agreement
- Seller's valid passport copies
- Contact details
- Signed listing agreement

### **Documents Required for a Corporate Seller:**

- Title Deed / Sale and Purchase Agreement
- Original Certificate of Incorporation or Trade License
- Original Memorandum and Article of Association
- Copy of shareholders' passports

\*\*\*This is not only for our internal purposes but also, so we are able to list across multiple property portals thus giving the property maximum visibility.



# ADDITIONAL DOCUMENTS REQUIRED AT TIME OF TRANSFER

## Documents Required for an Individual Seller:

- Valid passport copy
- Valid visa page (for UAE Residents)
- Emirates ID (for UAE Residents)
- Original Title deed or Original SPA
- No objection letter from the developer to transfer the property
- Utilities and service charge payment
- Power of Attorney document (if applicable). If POA is issued outside of the UAE, it must be attested by the UAE Foreign Affairs and Ministry locally in UAE.
- Passport copy of POA holder (if applicable)

## Documents Required for a Corporate Seller:

- Valid passport copy of signatory
- Valid visa page (for UAE Residents)
- Emirates ID (for UAE Residents)
- Original Title deed or Original SPA
- No objection letter from the developer to transfer the property
- Utilities and service charge payment
- Power of Attorney document (if applicable). If POA is issued outside of the UAE, it must be attested by the UAE Foreign Affairs and Ministry locally in UAE.
- Passport copy of POA holder (if applicable)
- Trade license
- Legal translation of the memorandum and articles of association
- Original certificate of incumbency (not more than 3 months old)
- Copy of shareholders' passports
- Original resolution approving the property sale (only required for a sale)

## MARKET VALUE

We will advise you on the current market value of your property. We have access to statistical data and real time transactions for all properties in Ras Al Khaimah and can therefore provide valuable insight not just on advertised units but actual transactional prices.

Our agents will strive to obtain the highest possible value for your property, through a home enhancement recommendation and a customised marketing plan.



## PREPARE YOUR HOUSE

The property should be in a good and clean condition, as the condition of the property will have a direct impact on the price.

## What can you Expect from Hunt and Harris Real Estate:

- Professional pictures and videos
- Real time CRM system that links to the property portals
- Property mailshots
- For sale and rent boards
- Open house
- Social media marketing
- Featured and premium listings on the property portals



## **The Process Involved in Selling a Property in Ras Al Khaimah**

- The buyer and the seller agree on the terms of the sale and the property price usually with a real estate agent involved.
- Both buyer and seller sign a Sales and Reservation Agreement / Memorandum of Understanding (MOU) A 10% deposit is usually paid at this time which is held by the agent and returned at time of property transfer.
- Both parties must apply for a No Objection Certificate (NOC) from the developer so the property can be transferred. There is a fee for the NOC issuance.
- The transfer of the property must be officially registered with the RAK Land Department and a transfer fee of 4% must be paid at this time.
- The buyer must make the payments in the form of the manager's cheques payable to the seller on the property transfer date.
- Once all the above formalities have been completed, a new title deed is issued in the name of the buyer, and the property is officially transferred from seller to buyer.

## **The Process Involved in Renting a Property in Ras Al Khaimah**

- The tenant and the landlord agree on the terms of the lease usually with a real estate agent involved.
- A 5 or 10% deposit is usually paid at this time by the tenant to secure the unit along with the rental cheques plus our agency fees
- We will then prepare a tenancy contract this must be attested by the municipality
- Once the cheques are cleared and contract attested the keys can be handed over

**We hope you find the above information useful as a starting point and we look forward to helping you in the Hunt for your perfect home.**

HUNT & HARRIS  
REAL ESTATE

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