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## A NOTE FROM THE PRESIDENT



Walid Moussa  
President of REAL

The Real Estate Syndicate of Lebanon is pursuing its vision of development and renewing efforts to organize its members, playing an essential role in providing them with new services and benefits. At the same time, we're playing a national role in terms of sector representation, taking up all matters related to real estate with the relevant authorities. As such, we continue to ensure our community's best interests always take priority.

As planned and as we have informed you previously, we have set some targets for creating ever more advantages to being a part of REAL. In addition to the ones already achieved, we would like to add card discounts through our partnership with Beirut circle which will let you benefit from exclusive offers and price reductions from a great many shops, restaurants, hotels, etc.

However, our main concern today remains to create new business and allow our members to work in concert more efficiently, two vital steps in securing a more dynamic future for our industry. That is why we have launched our new website: it includes in its members' area our brand new multiple listing system (MLS,) which allows you to share your properties together and enables you to collaborate and make transactions easier and more frequently. We have also launched an outdoor and online campaign to promote the official accreditation provided by the syndicate, presenting brokers affiliated with REAL as the only safe value in the business.

"Tough times never last, but tough people do." These challenging times only make us more united and more determined to succeed. It is our duty to organize ourselves and face the future together, finding the best way possible to make it through this phase. For our part, we will continue to make sure you can all enjoy additional benefits and services as time goes by. REAL have been closely following up on the problem of the subsidized loans and I have met with most of the political parties and public persons involved directly or indirectly in this matter to find the best solutions to tackle it. In addition, we have also put forth propositions on how to revitalize the real estate sector and we will dedicate ourselves to following it up as we believe in the vital role our community plays in building a more prosperous tomorrow for our industry. We will continue speaking, meeting and coordinating with everyone regardless of any political affiliation in the general interest of the sector and the economy at large.

We don't know whether the road will be long or short, but what is certain is that we will stay on that road as long as we have to until we make it through to a better future. We will continue to believe in our sector and community. It's only in hard times that we become stronger.

## REAL NEWS

### ***Real Builds Trusting Relationships Across The World By Attaining National and International Recognition***

Current and past REAL Board Members congratulating REAL President Walid Moussa for being elected President of Fiabci Arabic Countries.



**Right to left:** Board Member Nabil Gebrael, Vice Pres. Mohamad Sinno, Board Members Samar Abdel Khaled, Maha Abdul Latif-Atallah & Nabil Kamar, Hon. Pres. Massaad Fares, Pres. Walid Moussa, Past Board Member Tony Abou Rizk, Sec. of the Board Mireille Korab Abi Nasr, Treasurer Tony Lahoud & past Board Member Georges Sioufi.



## Participation of REAL in Promoteam Exhibition at Phoenicia Hotel



## Restoring Faith in the Real Estate Sector

REAL focuses in building measures to resolve the current housing crisis to ensure that the Lebanese dream of ownership is within reach to all who want it.



Mr. Walid Moussa, Pres. of REAL, met among others, Mr. Charles Arbid, Pres. of the Economic and Social Council, and Mr. Rony Lahoud, Chairman of the Board of Directors of the General Housing Corporation to discuss the crisis of the housing sector and the housing loans. It was agreed to prepare a workshop under the auspices of the Economic and Social Council to come up with recommendations to help resolve this crisis.



Meeting held between Mr Walid Moussa REAL President and H.E. Mr Pierre Bou Assi, Minister of Social Affairs to discuss the housing loans crisis, the possibility of establishing the Ministry of State for Housing Affairs and the need to adopt new government stimulus policies to revitalize the real estate sector.



Meeting between Mr Walid Moussa, President of REAL and Dr. Joseph Torbey, President of the Association of Banks in Lebanon to discuss the future of the housing loans and its new available products.

## REAL on TV Interviews

REAL participating on major Lebanese TV stations-Talk Programs voicing its views and concerns on the necessity of creating the Ministry of Housing in Lebanon and on the urgency of resolving the Real Estate Subsidized Loans issues.

Appearing below Mr Walid Moussa, President of REAL in LBCI "Nharekum Saeed" program.



## Tools and Programs to Sustain Your Career

**REAL - AUB Real Estate Course:** Proficiency in The Real Estate Fundamentals - Distribution of AUB Certificates



## **REAL Workshops** **Understanding the Taxation Law and Ways to Minimize your Taxes**

Presented by Mr. Sarkis Sakr, President of the Lebanese Association of Certified Public Accountants & Mr. Nabil Gebrael, Head of REAL Education Committee



## **Photography at its Best Using Cameras and Mobile Phones**

Presented by LAU Prof. Bassam Lahhoud & Mr. Nabil Gebrael, Head of REAL Education Committee



## **REAL New Website & MLS**

REAL Marketing Committee teamed up with Add Bloom to deliver a superb website enticing confidence in dealing with REAL Certified members and attracting new members to join the syndicate. REAL Members will have the privilege of using the Multiple Listing Services (MLS), a private offer of cooperation and compensation by listing brokers to other real estate brokers to facilitate closing transactions. Another exciting feature that will be included soon, only for REAL members, is "the Google Maps Lot number Properties Search Application".

Check us on <http://real.org.lb> to remain updated about the Syndicate's activities and the real estate industry.

## **Complimentary REAL Legal Advice**

Real Members benefit from free legal advices in real estate matters from Tabet Law firm. Legal matters that require legal action will be given at a special discounted price to our members. For assistance contact directly Lawyer Jean Tabet: [tjean@idm.net.lb](mailto:tjean@idm.net.lb)



## **REAL – Libano Suisse Medical Insurance**

REAL members benefit from special insurance discounts. Request for your quote!

## **REAL – Beirut Circle Partnership**



REAL Members can now benefit from yearly discounted offers given through Beirut Circle at major hospitality, entertainment and beauty care venues in Lebanon by registering with Beirut Circle and showing its logo in the back of their REAL membership card.



## **REAL - Property Finder Partnership**

REAL has partnered with Property Finder to create online recognition of the syndicate and provide its members with the best digital marketing solutions to take their businesses to the next level. REAL members may benefit by promoting properties online at promotional rates.





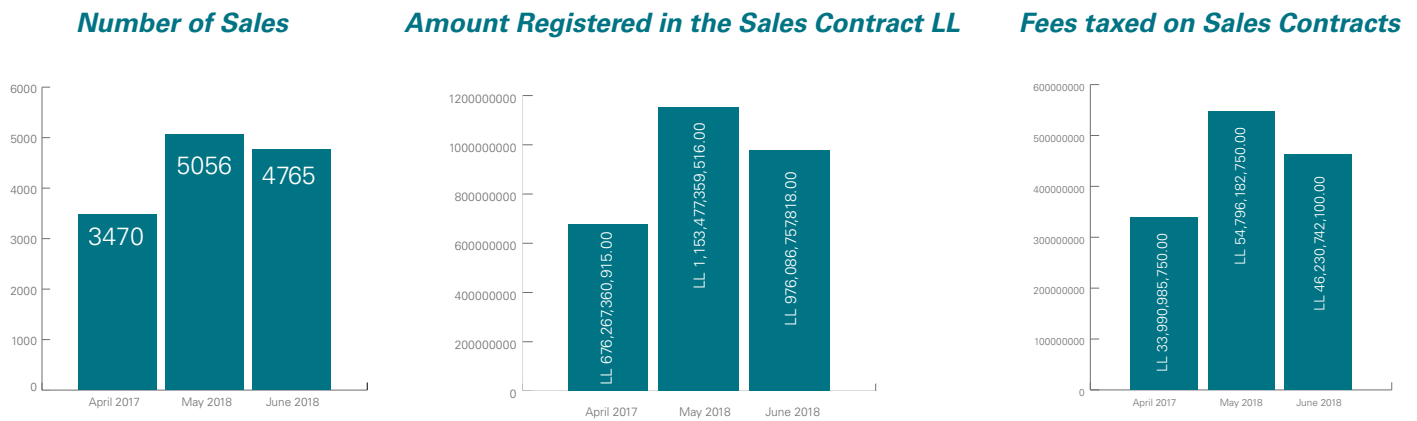
## REAL Campaign

REAL newest outdoor Billboard & Online Media campaign aims to build brand awareness of the syndicate while enticing confidence and redefining the professional scope and image of its members for current generations of home buyers, sellers and real estate investors.

### Lebanon Tax Real Estates Added Measures

Law No. 45 dated 21 August 2017 states that %2 of the sales contract price must be paid within 15 days of signature and to be considered as part of the registration fees, only if registered within 1 year.

### General indicator of the Current Market Real Estates Statistics for April, May & June 2018



Source: General Directorate of Land Registry and Cadastre

## A Window to the law Foreign Investors Guidelines. By Lawyer Jean Tabet

Foreign ownership in Lebanon is ruled by the Legislative Decree Number 11614 issued on January 4, 1969 and its followed amendments (296/2001) under the following principles:

All foreigners in Lebanon can own up to 3,000 m<sup>2</sup> (for non-Arabs) and 5,000m<sup>2</sup>(for Arabs) of real estate property after they provide the competent administration with an additional affidavit attesting that they don't own other properties than the one they are submitting to acquire.

For properties above these figures it is required to obtain a license granted by decree from the Council of Ministers upon proposal of the Minister of Finance. The license authorizes the purchase and registration of the property within one year, after which, it shall be considered cancelled.

Spouses and minor descendants are counted as one individual.  
Foreigners with intentions to build projects should complete them within five years, renewable one time only.  
Real estate and properties owned by foreigners cannot surpass the following:

- 3% of the total surface of the Lebanese Territory.
- 3% of the total surface of a regional sector.
- Within Beirut, 10% of its total surface.

For foreign investors, the movement of funds in and out of Lebanon is free from taxes, fees, or restrictions.

## Agenda of Upcoming Events



### Social Event for REAL Members and their families

Pine Land Hotel and Health Resort – Hammana, Matn.  
Saturday 18th of August – Full day Activity

**Complimentary:** entertainment, sportive activities, breakfast and lunch.

For further information please contact [info@real.org.lb](mailto:info@real.org.lb)



### REAL - AUB Real Estate Course

Objectives: Proficiency in The Real Estate Fundamentals  
Proposed start: 15 September 2018

## If Opportunity Doesn't Present Itself LOOK for It!



Contemplating on becoming a real estate investor?

Now is the perfect time for first time investors. If you are serious about investing, you can make huge profits. Real estate investments may prove to be most profitable with knowledge about the market; it takes skill, research, and dedication to become a successful real estate investor.

Studies repeatedly confirm that over 90% of wealthy individuals have become wealthy through real estate. Does it really work? With the right knowledge, skills, and passion, it works better than any other wealth producing business.

If you are selling your property or buying a new one, you are engaging in one of the biggest -if not the biggest- financial transactions of your life and will want to ensure that you can maximize the potential gain of your investment. To do this and manage the process smoothly, it is essential to follow the lead of a certified REAL professional with experience in devising and executing successful sales strategies and presenting you great opportunities in prime locations. Look for the REAL logo in the business card of your realtor to assure you can rely on him.

Maha Atallah-CEO AtaBuild Lebanon  
REAL Board Member & Chief Editor of REAL's Newsletter

### International & National Partners:



### Strategic Partners:



Should you wish us to write about any specific real estate topic in our next newsletter email us with your request to: [info@real.org.lb](mailto:info@real.org.lb)



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