

OFF-PLAN SALES

1- Conditions for applying for permission to promote (OFF-PLAN) foreign real estate properties (VIA MEDIA) in Saudi Arabia



وافي

البيع على الخارطة
OFF-PLAN SALES

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Conditions for application for a licence for marketing foreign real estate property in the KSA

The application must be submitted by an individual institution/company with a valid commercial register (being a Saudi citizen or a foreign investor).

There must be a contract between the real estate property marketer and the developer in the foreign country. Such contract shall include all articles that protect the rights of all parties (the marketer, the developer, and the buyer).

The mediator must be authorized by the developer in the KSA. Such authorization shall be certified by the competent authorities in the two countries.

All documents must be certified by the competent authorities in the two countries.

The commercial register must include the real estate property marketing activity.

All documents must be submitted in Arabic.

The application must be submitted, along with the required documents, well in advance, before any advertising and marketing.

2



Required Documents

- 1 Completed application form
- 2 Copies of the following documents:
 - Commercial register
 - Membership in the Chamber of Commerce
 - The contract made between the marketer and the real estate property developer certified by the competent authorities in the two countries
 - Licence for off-plan sale issued for the project by the country of the property certified by the competent authorities of the two countries (if any)
- 3 A financial guarantee of 1% of the value of the project price up to a maximum of (SR 1M), with a duration of effect that survives the licence expiration date by three months.
- 4 A representation letter regarding the following must be provided:
 - The applicant must meet the requirements of other related authorities before approving the licence as required
 - The applicant must not sign contracts or receive any payments in the KSA
 - The applicant must comply with all the applicable conditions and regulations issued by the off-plan sale programme
- 5 The project must be approved by the official authorities in the country of the property. Such approval must be certified by the competent authorities in the two countries.
- 6 A CD or email that includes all forms, publications (brochures) of the advertisement.
- 7 The applicant must submit an official document issued by the competent authorities in the country of the property which allows real estate property ownership for Saudis, which must be certified by the competent authorities in the two countries.

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Advertisement Controls

The advertisement shall be clear and shall not include deception, statements contrary to fact, or pictures contrary to public morals.

The advertisement shall include detailed information and features of the property to be marketed (country, city, area, specifications).

The advertisement shall include the licence number issued by the off-plan sales programme, and shall be in Arabic.

The advertisement shall include full details and contact information of the mediator.

The advertisement shall be published only in the means of publication licensed by the competent authority.

Only advertisements approved by the off-plan programme may be published.

The advertisement shall include a note that the amounts shall be delivered and the contracts signed in the country of the property.

The period of advertisement publishing may not exceed the licence expiration date.

Advertisements may only be published after they are approved by the off-plan sale programme.

4



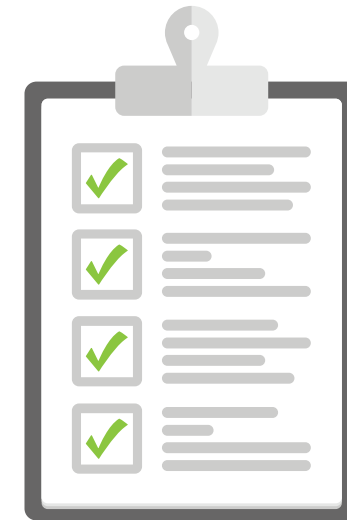
Disclosure and Transparency

The real estate property marketer may not give the buyer any verbal promises. The real estate property registration mechanism, and the availability of services shall be clarified and indicated.

The following shall be clarified to the buyer before contracting: all the requirements for resale, any other conditions or restrictions, the applicable laws, duties, and taxes.

Agricultural real estate property may not be marketed as plots of lands that shall be converted into residential, commercial or investment land.

2- Conditions for applying for a temporary permission to promote international (OFF-PLAN) properties at exhibitions in Saudi Arabia



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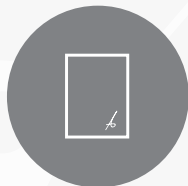
Temporary permission to promote international (OFF-PLAN) properties (at exhibitions) in Saudi Arabia

1- Completed application form filled by all exhibitors.

For Saudi companies, the application form should be certified by The Chamber of Commerce. For non-Saudi-based companies, the application form must be certified by the Ministry of Foreign Affairs or the Chamber of Commerce in the country of the property, in addition to the Saudi embassy in the country of the property and Ministry of Foreign Affairs in Saudi.

2- A copy of the permission to sell off-plan projects issued by the country of the property, if available:

a) If not, it can be issued by a lawyer or notary in the country of the property.
b) The permission or the document issued by the lawyer or notary, must be certified by the Saudi embassy in the country of the property and Ministry of Foreign Affairs in Saudi (UAE projects do not need to be certified).



3- For non-GCC-based companies only, a signed copy of the marketing agreement with a GCC-based representative office/broker/agent is required

4- A copy of the title deed for the off-plan project issued by the country of the property:
Documents must be certified by the Saudi Embassy in the country of the property and the Ministry of Foreign Affairs in Saudi Arabia (UAE projects do not need to be certified).



5- A copy of the exhibition rental contract in Arabic.



6- An official document issued by the competent authorities in the country of the property, which allows real estate property ownership for Saudis. If this is not available, it can be issued by a lawyer or notary and must be certified by the Saudi Embassy in the country of the property and the Ministry of Foreign Affairs in Saudi Arabia. (Not required for GCC projects)

7- A declaration and undertaking letter pledging not to receive payments or sign contracts of any kind in the Kingdom of Saudi Arabia on company letterhead and stamped with the company stamp.



8- All documents shall be provided in Arabic. Other languages shall be translated into Arabic by a certified translator before submission.

9- The fees for temporary permission are (SR 20,000) for projects in the Gulf states, and (SR 30,000) for the rest of the world, and the permission will be valid for the duration of the exhibition.

Bank details:

Bank name: Bank Al Bilad

Account name:

Commission of (off plan sales) of real estate

Account #:

SA65 1500 0999

1154 6579 0001



10- Support for the certification in Saudi Arabia within Ministry of Foreign Affairs will be provided by our partner NEC.

For assistance with required attestation in Saudi Arabia, exhibitors can contact our Saudi partner – National Exhibitions Company (NEC).

Name: Mr. Mohammad Alkassem

Email address: info@nec-events.net

Mobile Number:

+966 50 4619328

11- For any assistance or more clarification on applying for the permission, please contact Mr. Meshari Al Anazi – (Off plan Sales department) in ministry of housing at

mk.anazi@housing.gov.sa or by phone on +966 555338849.



3- Permission to promote local (OFF-PLAN) real estate property at exhibitions in Saudi Arabia



Permission for exhibiting local off-plan real estate property in domestic exhibitions

The application shall be submitted by an individual institution/ company with a valid commercial register. The commercial register shall include the real estate property marketing activity.



A copy of title deed of the project land.



A copy of the statutory licences issued by the competent authorities that include the approval and certification of the project.



A copy of the marketing contract between the marketer and developer (if the marketer is not the developer), provided that the commercial register of the marketer includes the appropriate activity.



A copy of the development contract between the developer and the owner of the land (if the developer does not own the land).



A representation not to market, sell, or receive any payments or sign contracts of any kind inside or outside the exhibition (certified by the Chamber of Commerce and Industry).



All documents shall be provided in Arabic.



A copy of the exhibition rental contract.



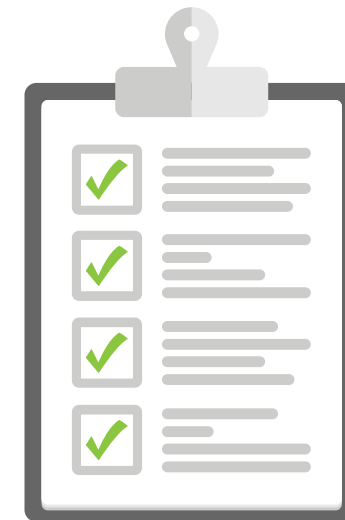
Completion of the application form for exhibiting off-plan sale projects certified by the off-plan sale programme and approved by the Chamber of Commerce and Industry.



A copy of the Chamber of Commerce and Industry membership certificate.



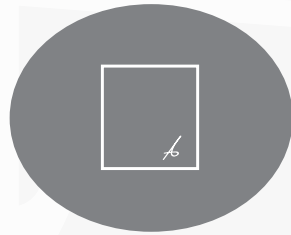
4- Conditions for promoting completed international properties at exhibitions in Saudi Arabia



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Conditions for promoting completed international properties at exhibitions in Saudi Arabia

Proof of completion.



An official document issued by the competent authorities in the country of the property which allows real estate property ownership for Saudis, which must be certified by the Saudi Embassy and the Ministry of Foreign Affairs in the country of the property.

A declaration and undertaking letter pledging not to receive payments or sign contracts of any kind in the Kingdom of Saudi Arabia, which must be certified by the Saudi Embassy and the Ministry of Foreign Affairs in the country of the property.



All documents shall be provided in Arabic. Alternatively, they may be provided in English with a certified translation.

Copy of title deeds.

