# Real Estate Conversational Data

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| Date of Visit | Person Name | Conversation Summary in <300 words | Flat Specification | Facing Preference | Interest Level | Period to Buy | Responsibility | Key Action points | Preferred Floor |
| 2025-10-01 00:00:00 | Aamir Khan | Aamir visited the Al Qusais residential project with his wife and expressed strong interest in a 2BHK east-facing apartment. He asked several questions about the nearby metro connectivity, maintenance charges, and if the project allows easy installment plans for expatriates. He mentioned that he works as a finance consultant in Dubai Marina and prefers a peaceful community with easy access to schools. He appreciated the modern clubhouse and gym facilities but wanted to confirm if the down payment percentage could be reduced. Aamir also requested a sample floor plan and wanted to revisit with his family next weekend. Overall, his tone was very positive, and he emphasized the importance of early possession. | 2 BHK | East | High | 3 months | Arjun | Requested for follow-up with pricing details | Between 5 to 10 |
| 2025-10-02 00:00:00 | Fatima Al Zarooni | Fatima, a UAE national, came with her father to explore investment opportunities. She was specifically interested in 3BHK units with a sea view and premium finishes. She mentioned owning a few rental properties and wanted to add one more as part of her diversified portfolio. Fatima inquired about rental yield, service charges, and the developer’s reputation. She showed high curiosity about resale potential and expected a luxury lifestyle standard. She asked for smart home automation options and was satisfied with the security systems. Fatima promised to revert after discussing with her financial advisor. | 3 BHK | North-East | Medium | 6 months | Sneha | Prospect investor – revisit in a month | Above 10 floor |
| 2025-10-03 00:00:00 | Rohan Patel | Rohan, an Indian expat working in Dubai Internet City, came for a site visit after seeing the online ads. He seemed particularly drawn to the 2BHK corner apartments. He compared the current project with another in Sharjah, saying the quality here appeared better. Rohan asked about nearby Indian schools, grocery stores, and community access to jogging tracks. He was accompanied by a colleague who had already booked in the same tower. His questions revolved around payment flexibility and early possession dates. He mentioned that he’s planning to settle long-term in Dubai and wants his family to join next year. | 2 BHK | North | High | 3 months | Arjun | Likely to book within this quarter | Between 5 to 10 |
| 2025-10-04 00:00:00 | Sara Fernandes | Sara, a Filipino nurse working in Dubai Healthcare City, visited during the post-lunch session. She expressed her desire for a compact 2BHK unit with a good view and sunlight. She was very polite but cautious about the overall cost. Her main concerns were service charges, monthly EMIs, and completion timeline. She appreciated the design of the kitchen and balcony view. Sara mentioned that she would prefer to move in within 6–9 months once she finalizes her work contract renewal. She showed moderate interest and asked for the brochure to share with her brother. | 2 BHK | West | Medium | 6 months | Sneha | May convert after next salary revision | Floor 5 and above |
| 2025-10-05 00:00:00 | Mohammed Yusuf | Mohammed Yusuf, a local Emirati entrepreneur, showed high enthusiasm for 3BHK luxury apartments with panoramic city views. He emphasized his interest in large balconies and private parking for multiple vehicles. Yusuf also requested details about customization options for interiors and the possibility of merging two apartments into a penthouse. He praised the project’s architectural design and brand value. He is familiar with the developer and indicated that his family often invests in such properties. Yusuf mentioned his assistant will contact for further discussions. | 3 BHK | East | High | 3 months | Ravi | High potential investor lead | Top floor |
| 2025-10-06 00:00:00 | Priya Ramesh | Priya, a working professional in Bur Dubai, expressed mild curiosity about 2BHK apartments but admitted that her budget is currently tight. She appreciated the amenities but seemed worried about maintenance fees. She mentioned she might consider purchase after her job confirmation next quarter. Her questions were practical—focused on financing options and resale potential. She also asked if smaller payment plans could be customized. Overall, Priya’s tone was polite but not decisive, indicating a low intent for immediate purchase. | 2 BHK | South | Low | 9 months | Vikas | Keep in CRM nurturing list | Between 5 to 10 |
| 2025-10-07 00:00:00 | Ahmed Shaikh | Ahmed, originally from Pakistan and now running a trading firm in Deira, visited with his family. He was interested in a spacious 3BHK apartment. He discussed how the property could serve both as a residence and an investment. Ahmed was keen about community facilities, especially the swimming pool and children’s play area. He mentioned that his family prefers a quiet neighborhood away from the main road. He showed good interest in higher floors but asked for a flexible payment plan. He plans to finalize within 3–6 months. | 3 BHK | East | High | 3 months | Arjun | Needs quick follow-up for closing | Above 10 floor |
| 2025-10-08 00:00:00 | Anjali Deshmukh | Anjali, a school teacher in Dubai Silicon Oasis, wanted a 2BHK apartment in a family-friendly community. She expressed concern about traffic to her workplace and asked about access to nearby schools. Her budget was moderate, and she wanted to know if there are government-approved bank loans for expats. Anjali was drawn to the east-facing layouts and wanted to visit again with her husband. She had a positive attitude and seemed genuinely interested but wanted to evaluate a few other options before finalizing. | 2 BHK | East | Medium | 6 months | Sneha | Follow-up after weekend site revisit | Between 5 to 10 |
| 2025-10-09 00:00:00 | Hassan Ali | Hassan, a Jordanian expat working in aviation, expressed very low interest. He casually toured the project but showed no serious buying intent. His primary reason for visiting was curiosity, as his colleague had recommended the project. He appreciated the architecture but said he was currently renting and not planning to buy soon. Hassan mentioned he may consider it after a year if the price remains stable. | 3 BHK | South | Very Low | 9 months | Vikas | Cold lead – remarket later | Floor 5 and above |
| 2025-10-10 00:00:00 | Neha Kapoor | Neha, an Indian marketing professional working in Jumeirah, came for the weekend open house. She expressed good enthusiasm for 2BHK units with sea view. She liked the sample flat and praised the lighting and overall design aesthetics. She wanted to confirm if there were any pre-launch offers or referral discounts available. Neha showed high intent to purchase within 3 months and asked about handover timeline and payment structure. She said she will finalize after discussing with her family this week. | 2 BHK | East | High | 3 months | Arjun | Likely to close in the next visit | Between 5 to 10 |