

# Joe Carroll

## Senior Associate



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Dubai

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## Overview

Joe is a real estate lawyer with experience in a wide variety of areas including sales and acquisitions, development and finance transactions and landlord and tenant matters. He has an in-depth understanding of real estate law and practice in the UAE. Joe also has experience advising on hotels and leisure projects. Joe joined the Dubai office in March 2011 having previously worked for an international property development company in Dubai that specialises in mixed use projects. Before that, Joe worked in the City of London where he qualified into the real estate team of a UK law firm.

Joe has been ranked in Global Chambers 2019 as an "Associate to watch". He was recognised as "exceptional" by one impressed client, who added: "He's good and very smart." He has an impressive range of experience in hotel and resort projects and leads much of Dentons' real estate work in the UAE.

## Experience

- **Al Ain Holdings:** Advising on the hotel and residences agreements for The Address Residences Jumeirah Resort + Spa, a two-tower development that will be the tallest on Jumeirah Beach. The building will accommodate a 183 key five-star hotel, 479 residential apartments and 496 serviced apartments.
- **Confidential Client:** Advising a hotel owner on the conversion from management to franchise of selected hotels in its UAE portfolio (including different brands).
- **Confidential Client:** Advising a hotel owner on the transaction documents to transfer ownership to a real estate investment trust (REIT) and leaseback the asset whilst retaining the operator.
- **Confidential Client:** Advising the owners on the sale of the Movenpick Hotel at Dubai's Jumeirah Beach Residence to BM GCC Property Income Fund.
- **Dubai Multi Commodities Centre (DMCC):** Advising the developer on the hotel management agreements for the five-star SO/Uptown Dubai to be situated in its landmark Uptown Dubai project. The hotel will feature 88 rooms and 215 branded residences. Also advising on project structuring and land division.
- **Higher Corporation for Specialized Economic Zones (ZonesCorp):** Acting for ZonesCorp, one of the

region's largest industrial landlords, on its standard form leases and negotiations for industrial and workers accommodation premises in Abu Dhabi. Recent work includes advising on project agreements for the Rahayel integrated auto-hub and the sale of the Razeen workers accommodation project.

- **Inmarsat Global Limited:** Advising on lease negotiations for Inmarsat's new corporate headquarters in Dubai.
- **Kerzner International:** Advising the owner on the sale of Atlantis, The Palm (whilst retaining its role as operator of that project).
- **M.H. Alshaya Co:** Advising Alshaya (as tenant) on leases and concession agreements for various retail outlets at locations throughout the UAE.
- **Majid Al Futtaim (MAF):** Advising MAF (as landlord) on various leasing matters for its malls in the Middle East.
- **Masaood Developments:** Advising on the strata title and project governance documents required (under Abu Dhabi's recent real estate laws and regulations) for a mixed-use tower on Reem Island. We also prepared precedent sale and purchase agreements for the residential units which include a novel long-term payment plan with the purchaser acquiring freehold title at the outset.
- **National Bank of Abu Dhabi (NBAD):** Advising on the sale of a multi-let investment property in Dubai Healthcare City.
- **Sharjah Media City Free Zone:** Advising on the establishment and regulations for a new free zone. This included preparing standard form agreements to be entered into by occupiers (e.g. leases and shared office space agreements)
- **Xylem Water Solutions:** Advising Xylem on the lease of industrial premises in the Jebel Ali Free Zone and Almarkaz industrial estate. The former included the purchase of warehouse facilities constructed by the outgoing tenant.

## Recognition

- Ranked for Real Estate – Associate to Watch, *Chambers Global*, 2018 and 2019
- Ranked for Real Estate – Next Generation Lawyer, *Legal 500*, 2018 and 2019

## In the Media

- "Dentons aids Tabreed in UAE growth, advising on AED 963 million acquisition of Aldar's Saadiyat Island district cooling assets," January 4, 2021
- Quoted, "Master of All they Survey," *LexisNexis Middle East Law*, April/May 2021
- "Dentons advises DMCC on new luxury hotel SO/Uptown Dubai," April 11, 2018
- "Dentons advises on first Hotel Indigo project in the UAE," April 30, 2015
- "Dentons advises on luxury hotel sale in the United Arab Emirates," June 25, 2014

## Insights

- "Tax Reductions for Real Estate Transactions in Saudi Arabia," January 19, 2021
- "COVID-19: Economic Stimulus Packages in the UAE – Real Estate and Hospitality," April 9, 2020

- "UAE DIFC: New Leasing Law – enhanced protections for landlords and tenants," March 3, 2020
- "Dentons lawyers author United Arab Emirates Chapter of The Real Estate Law Review," April 29, 2019
- "Real Estate Law Review - United Arab Emirates," July 2, 2018
- "UAE announces reduced fees to encourage tourism," June 27, 2018
- "Real Estate Law Review – United Arab Emirates," September 5, 2017
- "Real Estate Law Review United Arab Emirates," July 14, 2016
- "Abu Dhabi's New Property Law," February 16, 2016

## Areas of focus

### Practices

- Real Estate
- Real Estate in the Middle East

### Industry sectors

- Hotels and Leisure

## Education

- Nottingham Law School, Nottingham Trent University, 2003, LPC
- University of Manchester, 2001, LLB, Hons

## Admissions and qualifications

- Solicitor, Senior Courts of England and Wales, 2006