

Deals in the Desert



Joseph Tito

The First Reality Show Featuring Bahrain's Real Estate

Arabian Homes sat down with Joseph Tito to talk about his new show 'Deals in the Desert'. As an Executive Producer on the show he tells us what we can expect and the biggest challenges he encountered creating the real estate series.

Can you tell us a little bit more about the show?

What type of show is 'Deals in the Desert'?

'Deals in the Desert' is a reality television show featuring Bahrain's elite brokers selling some of the island's hottest real estate. You can catch a rare glimpse of the industry, while simultaneously feasting your eyes on the glamour of living luxuriously in the Arabian Gulf. Get ready for the deals as these razor-sharp brokers work with the most demanding clients. Gulf real estate is hotter than desert sand.

Who is participating?

The brokers, Rashid and Lyn Al Haqbani, come from Quest Realty an elite broker firm based in Amwaj Islands. We also have a number of Bahraini developers that we are currently in negotiations with, and we are excited to have them on board to show them the stunning plans and developments that are happening right now on the island. We cannot reveal the clients' names just yet as we want to keep a few secrets. But, the clients will definitely be a mix of local Bahrainis, GCC royalty, top business owners, and expats from the UK and the United States.

What will be the focus of the show?

'Deals in the Desert' will follow a team of premiere brokers in the Kingdom of Bahrain. It will show who they work with, who they deal with, and the opulent luxury that they see every day. Image is everything to these brokers, and they must play their part to deal with a clientele that has more money to invest than some small countries. The audience will get an exclusive insider look into some of the most elaborate homes as well as be taught how easy it is for an outsider to purchase their own property in this incredibly diverse island. Bahrain is booming and it is time to get a slice of the action. The season follows three agents' unique personal stories, as they shift and move with this strong current of wealth and opulence. You can catch the juicy bits of the client process; including showings, offers and negotiations, bank meetings, and finally the sweet closure of the deal.



Rashid Al Haqbani



What is the role of Quest Realty in the show?

The Quest owners and staff are a young, hip agency with international schooling in the art of real estate. They bring a wealth of knowledge, an impeccable industry standard, and by opening their lives to us, we get to know the behind the scenes of living the life of an agent and business owner in Bahrain.

Why did you pick Bahrain as the stage for 'Deals in the Desert'?

Bahrain is my home. Yes, I am Italian, and have lived in Italy, Canada and many places in between. I grew up in a household that bought, sold and revamped properties and as such, real estate is a passion. What is available on this island never ceases to amaze me. After starting a Bahraini branch to my company, JEO Productions, and then building it here for the past four years, I am already a proud owner of a property here. The industry is growing and the homes are amazing. The opportunity for an expat like me to get a great deal on a stunning vacation property or second home needs to be showcased internationally. The show is a great opportunity to explain what a great place Bahrain is in terms of travel, work and living.

Why is the show interesting to people who are looking to buy a property?

There are gorgeous shots of the exteriors and interiors of homes, penthouses and developments. Viewers will also get insider tips, know about prices, and find out how to close a deal successfully. They will learn to know both sides of the buying process. It will teach the viewers about the industry while at the same time showing a sample of what there is to offer in Bahrain – from design and space to real estate prices.

When is the launch of the show and where will it be broadcast?

After a bidding war, I am happy to say we have sold it to an international distributor and are currently in pre-production of the first season. Sponsorship opportunities are still available. JEO Productions is aiming to shoot it this fall/winter of 2015. Then after that there is some work needed to stitch it all together, but do not worry, you will be one of the first to know the broadcasting date.

"The audience will get an exclusive insider look into some of the most elaborate homes as well as be taught how easy it is for an outsider to purchase their own property in this incredibly diverse island."



Lyn Al Haqbani



What can viewers expect?

Architecture, great design, a fast-paced industry know-how, the stress and excitement of real-estate, and lots of home glitz and glamour.

What are the properties that will be put forward?

That is to be revealed so stay tuned for behind-the-scenes coverage on our JEO social media links during production time. That is when you will get to see some of what will be highlighted on the show. (Instagram @jeoproductions, Facebook "www.facebook.com/DIDBH")

As an executive producer, what do you find challenging in capturing this show?

Privacy. The public versus private nature of life here in Bahrain was definitely a challenge at first. I am overjoyed to have obtained such support and interest in this project, and to have the opportunity to showcase globally what a great place Bahrain is to live and work in. It can be hard to promote a place whose lifestyle likes to be kept behind closed doors. This show is exciting as it will open these doors and show the modern tastes and good life that can be found here.

Why did you start this show or did you feel the need to create this show?

Anyone who I converse with in Bahrain, even people who come to visit me for a couple of weeks, always comments on the properties here. As I stated before, real estate is a passion of mine as well, good deals can be found here, and jaw-dropping luxury as well. After completing my first TV show to be aired worldwide later this year (Blending in with the Bahrainis), it felt like the next step. A show that will be fun to watch, but shows clearly what you can achieve with a little money, management, communication skills and a savvy investment.

For more information contact: info@jeoproductions.com