



LUXURY
CONCIERGE
REAL ESTATE

COMPANY PROFILE

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ABOUT US

Luxury Concierge Real Estate (LCRE) is a Dubai-based real estate brokerage covering the full spectrum of the city's property market, from off-plan launches and secondary resales to branded residences & signature penthouses at the top of the market.

Since 2007, we have worked closely with developers including Emaar, DAMAC, Sobha, Nakheel, Omniyat and Ellington to give our clients informed access at every level, whether that is a first off-plan investment or an ultra-prime acquisition. The expertise is the same regardless of ticket size, what changes is the level of discretion & curation we bring to the most exclusive end of that market, an arm we represent separately through LCRE Privé.



FOUNDER'S FOREWORD

SHITIJ KAPOOR

**"DUBAI IS INCOMPARABLE. THERE'S NO NUMBER
TWO CITY."** **- SK**

In 2007, Shitij founded Luxury Concierge Real Estate in Dubai, steering the company through the global financial crisis that struck within its first year. Between 2016 & 2020, LCRE expanded significantly, opening three offices across Dubai's prime locations.

Over the past five years, Shitij has led LCRE to consistent results, achieving **AED 1.3 billion** in sales in 2021, **AED 1.7 billion** in 2022, **AED 1.5 billion** in 2023, **AED 1.4 billion** in 2024, and **AED 1.45 billion** in 2025, an average of approximately **AED 1.47 billion** in annual sales. Among the transactions he has personally overseen is the record-breaking **AED 80 million** sale of a penthouse at Kempinski The Boulevard, the highest price per square foot ever recorded for a Dubai penthouse at the time.

Shitij's leadership has been recognised by Forbes Middle East, Gulf News, Gulf Business, and Property Time, and LCRE has received more than 80 industry awards under his direction.



THE LCRE DIFFERENCE



Luxury Concierge Real Estate (LCRE) stands among Dubai's most trusted real estate brokerages, with over 2,000 satisfied clients served since 2007. Supported by a multilingual team of 50+ seasoned advisors, our excellence is reflected in more than 80 industry awards. In 2024, LCRE achieved **Multi Billions Sales in 2024 - 2025** demonstrating sustained growth, market leadership, and strong partnerships with leading developers across Dubai.

We focus on high-performing properties in prime communities, using data-driven insights to deliver strong ROI and long-term value tailored to each client.

50+

multilingual advisors, fluent across 10+ languages.

2007

PRESENCE

Over a decade of global Real Estate Success

60+

PROFESSIONAL AGENTS

Experienced consultants based in Dubai

2000+

Clients served since 2007.

230+

PROPERTY EVENTS

Showcasing properties worldwide and connecting with investors

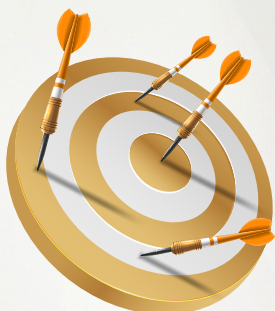
OUR VISION



To be Dubai's most trusted real estate brokerage at every level of the market, from a first off-plan investment to the city's most significant addresses, recognised for the depth of our developer relationships and the discretion we bring to our most exclusive clients.



OUR MISSION



We work in close partnership with Dubai's leading developers to give our clients informed, strategic access across the full market, off-plan, secondary and luxury alike. At every level, every recommendation we make is guided by data, by discretion and by a long-term view of value.

OUR VALUES

Luxury Concierge Real Estate – Where vision meets trust, and every relationship is built to last.

Luxury Concierge Real Estate is an exclusive real estate firm defined by discretion, integrity, and a deep understanding of elevated living. Established on the belief that exceptional real estate begins with meaningful relationships, we place trust, transparency, and long-term value at the heart of everything we do.

We partner closely with our clients to curate exceptional homes & high-performing investment opportunities that align with their lifestyle, ambitions, and future vision. Our approach is thoughtful & highly personalized guided by market intelligence, strategic insight, and a commitment to excellence. From first conversation to final decision, every detail is handled with care, confidence, and professionalism, ensuring an experience that is as refined as the properties we represent.



LOYALTY

We build long-term relationships through honesty, reliability, and dedication to every client's goals.



COMMITMENT

We go above and beyond to deliver exceptional service & consistent results in every transaction.



RELIABILITY

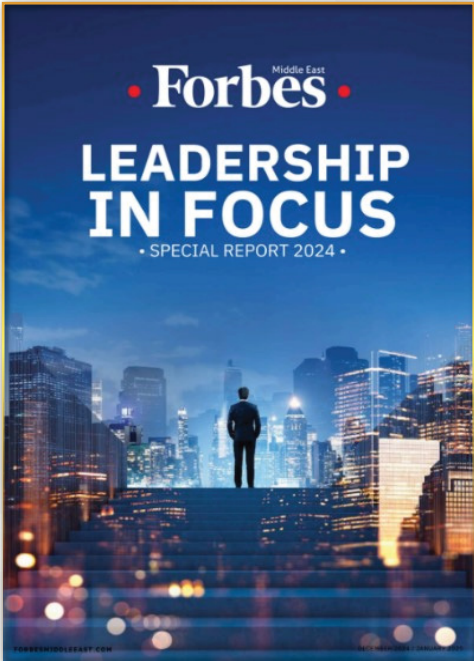
You can count on us, we follow through on our promises and stand behind our work.



EXCELLENCE

We strive for excellence in everything we do from market insight to client care.

IN THE MEDIA



AWARDS & RECOGNITION



Damac
Top Broker Award



Damac
Brokers Award



Emaar
Annual Broker Awards



Nashama
Appreciation Award



Emaar Quarter 1
Broker Awards



SOBHA
Brokers Award



Emaar Quarter 2
Broker Awards



Emaar Quarter 3
Broker Awards



SOBHA STARS
Channel Partner Awards



Damac Unity
Brokers Award Q3



Emaar Quarter 2
Broker Awards



Asia One
World's Greatest Leaders



SOBHA Golden Globe
Channel Partner Awards



Emaar Quarter 3
Broker Awards



Emaar Quarter 2
Broker Awards



Emaar Quarter 1
Broker Awards

OUR STRATEGIC PARTNERS

EMAAR

DAMAC

OMNIYAT

SOBHA
REALTYبن غاطي
BINGHATTIELLINGTON
PROPERTIESDUBAI
PROPERTIES

ARADA

ماجد الفطيم
MAJID AL FUTTAIM

BEYOND

AMALI

At LCRE, we partner with the UAE's most distinguished developers, including Emaar, DAMAC, Sobha Realty, Omniyat, Ellington, Binghatti, Arada, Aldar, and Beyond. These alliances give our clients direct access to the region's most iconic residential, commercial, and mixed-use developments.

Through them, we secure premium inventory, exclusive launch prices, and unique investment opportunities across Dubai, Abu Dhabi, and beyond. Together, they reflect our commitment to delivering trusted, high-value property solutions backed by the market's most reputable names.

EXECUTIVE LEADERSHIP

Our success is built on a passionate team that genuinely cares about what we do and who we do it for. Guided by the leadership of Shitij Kapoor, we've created a supportive culture where the sales and back-office teams work hand in hand.

Everyone brings something valuable to the table, helping us not just raise the bar in service, but truly make a difference in Dubai's real estate market. Together, we're growing, learning and building something meaningful every day.

And this is only the beginning. With every client we serve and every milestone we reach, our ambition grows stronger. We're not just keeping pace with Dubai's evolving real estate landscape, we're determined to help shape it, one trusted relationship at a time.



CEO'S PERSPECTIVE

“Knowledge of the market is powerful, but using it to secure value for clients is what truly matters.”
– Shubhojeet

Shubhojeet Dutta is the Chief Executive Officer of Luxury Concierge Real Estate (LCRE). He began his career in 2005 as a Relationship Manager, Online Trading, at Indiabulls, before moving into insurance, banking and private wealth management, holding senior roles at HDFC Standard Life, ICICI Bank, IndusInd Bank and RAK-BANK, where he managed a portfolio of over 120 high net worth and corporate clients with a combined book size exceeding **AED 45 Million**.

In 2015, Shubhojeet moved into real estate, joining DAMAC Properties as Manager, International Marketing, where he led more than 40 agent events a month across the GCC, UK, Europe, Africa, India, the Far East, Pakistan, Sri Lanka and the CIS, building one of the most extensive international distribution networks in Dubai at the time.

Between 2019 and 2021, he served as Director at RangelPI and Footprint RE, while also directing DAMAC's international roadshows. In September 2021, Shubhojeet joined Luxury Concierge Real Estate as Head of Sales Operations, a role from which he has since risen to Chief Executive Officer.

Shubhojeet holds a Master of Business Administration in Marketing from UP Technical University.



HEAD OF BROKERAGE

Ben Thomas brings over two decades of experience in the Dubai real estate market to his role as **Head of Brokerage** at **LCRE**, where he oversees the brokerage's day to day operations, setting the standards of accountability, productivity and service that define the LCRE experience for both clients and agents.

Prior to joining LCRE, Ben spent over five years at AX Capital Real Estate, most recently as Head of Secondary, having previously served as Sales Director. In these roles, he was responsible for leading sales performance across the secondary market, building structured, accountable teams & driving consistent results in one of Dubai's most competitive brokerages. Before AX Capital, Ben served as Sales Manager at Engel & Völkers Dubai, and prior to that spent thirteen years as Managing Partner at Emirates Homes, where he built the business from the ground up from 2004.



Across each of his roles since, he has developed deep expertise in company development, taking businesses and departments from early foundations to performance driven structures capable of sustained growth. He is particularly known for his ability to translate strategic planning into day to day operational discipline, ensuring that departments understand their roles and responsibilities and are held accountable to clear standards.

At LCRE, Ben brings this full range of expertise to bear, strengthening the brokerage from within while ensuring the organisation continues to operate with the accountability, structure and culture needed to scale.

BEN THOMAS
HEAD OF BROKERAGE

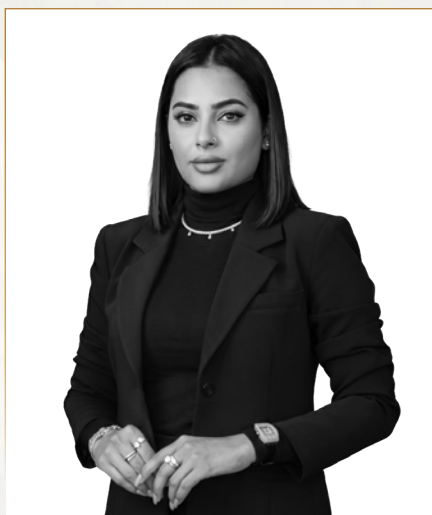
OUR CORE TEAM



Vipul Arora

Senior Portfolio Manager
(International)

English & Hindi



Sakshi Ghuman

Sales Agent

English, Hindi & Punjabi



Kunal Kapoor

Senior Portfolio Manager

English & Hindi



Dhiraj Mulagada

Sales Agent

English & Tamil



Milan Stanic

Sales Agent

English & Serbian

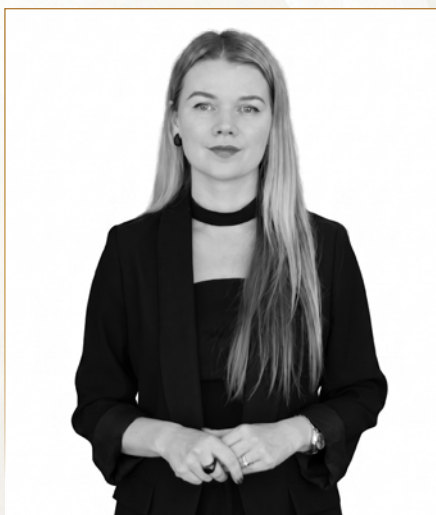


Sofiane Mahiout

International Sales Agent

English & Arabic & French

OUR CORE TEAM



Xeniya Zyryanova
Sales Agent

English, Uzbek & Russian



Murtaza Ebrahimji
Sales Agent

English



Kristina Radojicic
Sales Agent

English & Serbian



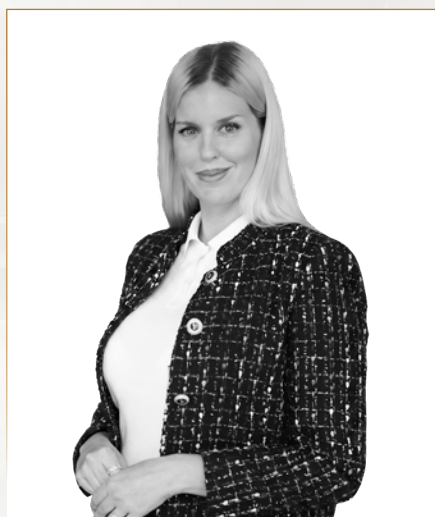
Nesrine Inal
Sales Agent

English, Arabic & French



Vladyslav Morhun
Sales Agent

English & Russian



Stella Piva
Sales Agent

English & Italian

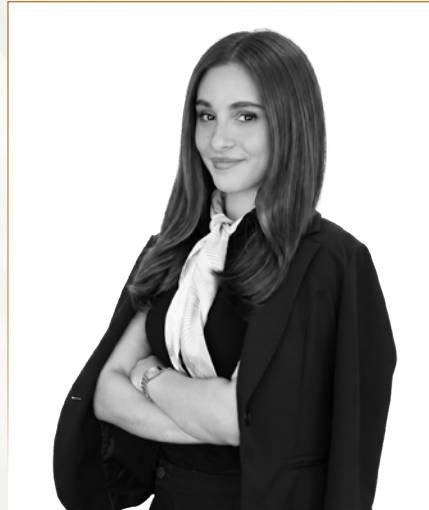
OUR CORE TEAM



Ghassan Hannoun

Sales Agent

English & Arabic



Laura Russo

Sales Agent

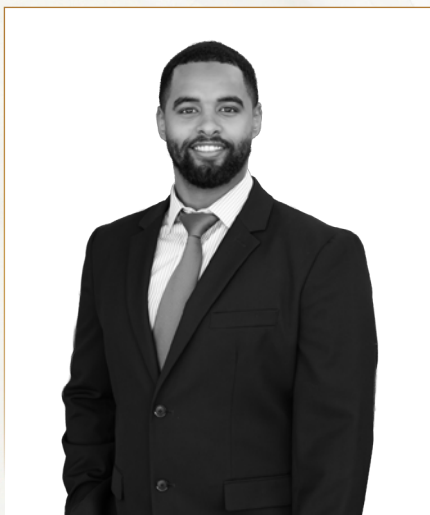
English & Italian



Syeda Arij Naqvi

Sales Agent

English & Urdu



Hamza Mohamed

Sales Agent

English & Arabic



Omer Yasser

Sales Agent

English & Arabic

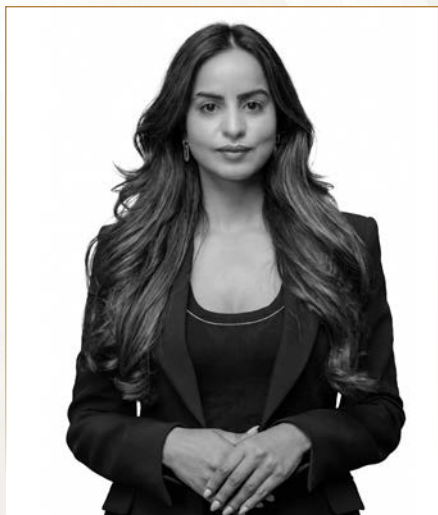


Sabafarheen Ajaz Khan

Sales Agent

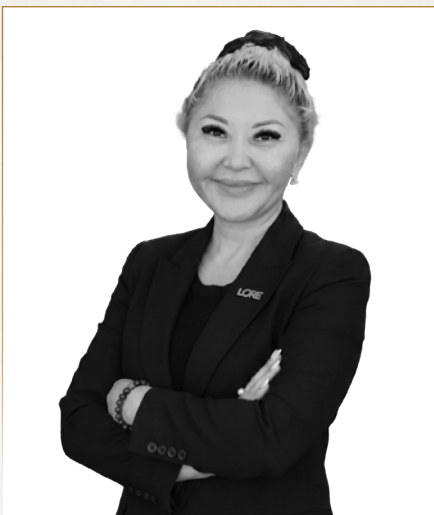
English & Hindi

OUR CORE TEAM



Sanam Preet Kour
Sales Agent

English & Hindi



Aislu Timerkhanova
Sales Agent

English & Russian



Rabih Riachy
Sales Agent

English & Arabic



Hekim Rozyyev
Sales Agent

English & Russian



Saima Salma
Sales Agent

English & Hindi

OUR CORE TEAM



Gyamfi Appiah Abigail
Telecaller

English



Bahwesh
Telecaller

English & Hindi



Mohamed Elsayed
Telecaller

English & Arabic



Nida Shaikh
Virtual Sales Advisor

English & Hindi



El Hachemi
Virtual Sales Advisor

English & Arabic



LCRE, TRUST BEYOND TRANSACTIONS



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