

# COMPANY PROFILE 2026



# White & Co.

DUBAI REAL ESTATE BUILT BETTER



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# Message From Our CEO



**“As White & Co marks five years of operation, the company reflects on a journey defined by purpose, integrity and measurable growth.”**

A handwritten signature in black ink that reads "Calum White". The signature is written in a cursive, flowing style.

**Calum White**  
Founder & CEO

We built the business on trust, transparency and a genuine commitment to getting results for our brokers. Sales, leasing, property management; whatever the requirement, the approach has always been the same. Do things properly. Combine real market expertise with service that actually works. Put clients first. Build a business that operates better at every level.

We started with a team of eight. Today, we're 600+ strong and one of Dubai's fastest-growing agencies. But growth was never the goal in itself. Our success has come from staying disciplined, investing heavily in our people, our systems and the standards that drive long-term performance. That approach has recently been recognised at the Bayut Awards, including Agency of the Year (Dubai), Fastest Growing Agency of the Year and Elite Status for performance and trust.

Brokers are businesses. We support them through structured training, leadership development and the tools they need to perform consistently at the highest level. That commitment shows in our performance. We consistently rank among the top agencies on Bayut and Property Finder, driven by high-quality listings, strong enquiry conversion and a professional, process-led approach. This visibility reflects an organisation built to perform sustainably, not simply to grow quickly.

Dubai's real estate market is maturing. Buyers, sellers and landlords expect more. More sophistication. More accountability. More results. White & Co is built to meet that expectation through quality, innovation and long-term relationships, backed by clear standards and a culture of continuous improvement. Five years in, the focus remains firmly on raising the bar.

# Meet The Team

The people behind the performance



# Meet The Directors



## Poppy Wigstead

Director of Sales and Performance

**Poppy** brings over a decade of real estate experience, building her foundation in North America before relocating to Dubai. As Director of Sales and Performance, she drives performance through leadership, coaching and disciplined agent development.

**Known for her people-first approach**, Poppy builds motivated, high-performing teams that deliver consistent results for clients. She has played a key role in improving portal performance across Bayut and Property Finder, with a focus on listing quality, broker visibility and enquiry conversion. **Her leadership supports sustainable growth and long-term client trust in a competitive sales market.**

## Neil MacLean

Managing Director

**Neil** is a founding member of White & Co Real Estate with over 20 years of industry experience. He began his career in central London in 2004, working with independent and corporate agencies before transitioning to Dubai's fast-paced property market.

**Neil co-founded White & Co with Calum in 2020**, bringing deep market knowledge, proven leadership and a clear vision: to build a truly broker-focused agency. **His contribution has been central to shaping the company's culture, operational standards and long-term success, ensuring the business is built to perform properly at scale.**

## Rick Norris

Group Operations Director

**Rick** brings extensive experience scaling businesses across real estate, recruitment, interior design and marketing. As Group Operations Director at White & Co, he plays a key role in strengthening operational excellence and supporting the company's continued expansion across the UAE and international markets.

**Rick's expertise centres on improving operational efficiency**, optimising cash flow and implementing growth-focused strategies tailored specifically to the real estate sector. **He works closely with senior leadership and high-performing teams to build better systems, streamline processes and deliver measurable, sustainable results across the business.**

## Tracey MacLean

Group Strategy Director

**Tracey** brings leadership experience scaling large, performance-driven organisations, with a focus on strategic planning, governance and operational consistency across multi-team environments.

**As Group Strategy Director at White & Co Group**, she shapes and delivers business-wide strategy. Tracey works closely with senior leadership to implement scalable frameworks, streamline procedures and align people, processes and priorities. **Her focus is on building commercially strong structures that enable teams to work smarter, operate with clarity and deliver better outcomes consistently.**



**Robert English**  
Sales Director

With over five years of Dubai real estate experience, **Robert** leads White & Co's sales teams with strong local market insight and a collaborative leadership style. He focuses on building high-performing teams that deliver consistent results through trust, structure and client confidence, applying clear standards across every stage of the sales process.



**Candice Wayne**  
Sales Director

Bringing more than a decade of real estate experience, **Candice** drives performance at White & Co through energetic, people-led leadership. She builds resilient teams that balance results, development and collaboration, ensuring performance is delivered through disciplined execution rather than short-term pressure.



**Yahya Nasser**  
Director of Commercial

With over ten years of experience across Dubai and London, **Yahya** advises high net worth and corporate clients on office, retail and investment assets. His bilingual capability, market expertise and relationship-led approach support clear, well-informed commercial decisions built on fundamentals, not noise.



**Robert Searle**  
Off-Plan Sales Director

With 22 years in luxury real estate, including early involvement on The Palm, **Robert** leads White & Co's Off-Plan division with authority and insight. He applies deep market knowledge and strong developer relationships to support confident, informed client decisions, ensuring off-plan strategies are built for long-term outcomes.



**Tiernan J. Colgan**  
Leasing Director

**Tiernan** brings extensive leadership experience and in-depth knowledge of Dubai's rental market to White & Co. He drives structured, high-performing leasing teams with a strong emphasis on collaboration, consistency and service standards that deliver reliable outcomes for landlords and tenants.



**Danny Moran**  
Leasing Director

With a strong understanding of Dubai's residential market, **Danny** provides strategic and hands-on leadership within White & Co's leasing division. His approach supports sustained team performance while delivering well-managed, dependable outcomes for landlords and tenants.



**Jonathan Dickson**  
Leasing Manager

Originally from London, **Jonathan** brings nearly a decade of UK sales and leasing experience to Dubai's fast-paced property market. He leads with adaptability and discipline, driving consistent performance across diverse and high-volume leasing environments.



**Kelly Hibbert**  
Head of Property Management

**Kelly** leads White & Co's Property Management division with a clear focus on compliance, operational rigour and service standards. She oversees complex portfolios while ensuring structured delivery and a consistently professional experience for landlords and tenants.

# Get to know the people behind White & Co.



Scan to Meet  
More of Our Team



**Jodi Thompson**  
Head of Group Recruitment

With nine years of Dubai-based real estate experience, **Jodi** leads recruitment with honesty, clarity and deep industry understanding. Her process is designed to prepare brokers for long-term success through informed decision-making, realistic expectations and the right support structures.



**Daisy Ford Robertson**  
Head of Real Estate Recruitment

Based in Dubai since 2019, **Daisy** brings an international perspective to her role at award-winning White & Co. She connects high-calibre talent with a proven platform through a transparent recruitment process and seamless relocation support, focused on long-term success.

# About Us

**“We are building Dubai’s most trusted, client-first real estate group; a true 360° ecosystem where no client ever feels pressured, uncertain or unsupported. Our ambition is to lead the market not only in performance, but in integrity, professionalism and the quality of our people.”**

At White & Co., our mission is simple: do right by people and deliver the standard of service the real estate industry should expect but rarely receives.

Every decision we make is guided by honesty, expertise and a genuine commitment to our clients’ goals. Before moving forward, we ask one question: Would I be happy with this service if it were me?

White & Co. is one of Dubai’s fastest-growing real estate brokerage firms, built on over 80 years of combined experience and a people-first culture. We specialise in sales, leasing, off-plan, commercial and retail property, distinguished not by what we do but by how we do it.

We provide clear, transparent advice and tailored strategies across residential, office, retail and mixed-use assets. Whether supporting a growing business or helping a family find their next home, our focus remains the same: personal, honest and dependable service.

# Data That Speaks, Results That Show

In December 2025 we saw a surge in activity across both Property Finder and Bayut, setting up a strong start to January 2026. With early market access, real transaction insights and results-driven exposure.

**White & Co is not just keeping pace, it's leading the market.**



## December 2025

Top 5 Companies by Ready Secondary Leads in Dubai

Client	Lead Rank	% Lead Share
Client 1	1	3.56%
White & Co.	2	2.78%
Client 3	3	2.58%
Client 4	4	2.50%
Client 5	5	2.11%



## December 2025

Competition Report

Agencies	Ready Sale	
	Market Share ↓	Rank
Agency A	5.19%	1st
White & White Real Estate (White & Co)	4.08%	2nd
Agency B	2.88%	3rd



# Market Share Increased By 54%

A 54 percent increase in market share from 2024 to 2025 places White & Co among the most active agencies in this segment. These results reflect disciplined execution, strong listing standards and consistent delivery across sales, leasing and off-plan.

Dubai			January 2024 - December 2024		
Ready Sale			Rent*		
Agencies	Leads		Agencies	Leads	
	Market Share	Rank		Market Share	Rank
Agency A	3.61%	1st	Agency A	1.69%	1st
Agency B	2.61%	2nd	Agency B	1.56%	2nd
Agency C	2.54%	3rd	Agency C	1.35%	3rd
Agency D	1.89%	4th	Agency D	1.20%	7th
White & White Real Estate (White & Co)	1.81%	5th	Agency E	1.18%	8th
Agency E	1.60%	6th	Agency F	1.15%	9th
Agency F	1.50%	7th	Agency G	1.08%	10th
Agency G	1.48%	8th	White & White Real Estate (White & Co)	0.94%	11th

Dubai			January 2025 - December 2025		
Ready Sale			Rent*		
Agencies	Leads		Agencies	Leads	
	Market Share	Rank		Market Share	Rank
Agency A	4.71%	1st	Agency A	2.19%	1st
White & White Real Estate (White & Co)	3.14%	2nd	Agency B	2.10%	2nd
Agency B	2.58%	3rd	Agency C	1.93%	3rd
Agency C	2.48%	4th	Agency D	1.85%	4th
Agency D	2.41%	5th	White & White Real Estate (White & Co)	1.31%	5th
Agency E	1.90%	6th	Agency E	1.28%	6th
Agency F	1.76%	7th	Agency F	1.21%	7th
Agency G	1.71%	8th	Agency G	1.16%	8th

### For sellers

More qualified buyer traffic and better exposure where it matters.

### For buyers

Early access to opportunities supported by real market insight.

### For investors

Clear demand signals aligned with where transactions are genuinely taking place.

**Performance at this level is not accidental.** It is built through structure, accountability and a commitment to doing the fundamentals better, consistently, across every channel and market cycle.

## Integrity

Integrity is the foundation of everything we do at White & Co. We act with honesty, transparency and ethics at all times, with no shortcuts or hidden agendas. Doing what is right for our clients, our people and our partners is non-negotiable.

Trust is earned through consistent action. We give clear advice, set realistic expectations and stand behind our recommendations, even when it requires difficult conversations. Doing things properly is the standard.

## Service

Service at White & Co is about ownership and follow-through. We communicate clearly, take responsibility and act quickly when issues arise. Clients should always feel informed, supported and confident.

Our service is delivered through structure, process and accountability. Clear communication, timely updates and attention to detail are built into how we work to ensure a consistent, professional experience.

## People First

People sit at the centre of White & Co. Our clients, brokers and partners are supported by systems designed to help them succeed. We invest in training, leadership and clear standards that enable strong performance.

Putting people first means creating clarity, consistency and shared accountability. This supports sustainable careers for brokers and dependable service for clients, while allowing the business to improve responsibly over time.

# Our Values

# Why White & Co.?

## **A Fully Integrated Real Estate Platform**

Sales, leasing, property management, conveyancing, mortgages and design seamlessly aligned under one roof.

## **A Track Record That Delivers**

Thousands of successful sales, leases and managed properties across Dubai, with results we confidently stand behind.

## **Dubai's Largest Dedicated Leasing Team**

More brokers on the ground means faster leasing, stronger tenant quality and improved returns.

## **Marketing That Moves Property**

Serious investment in content, technology and brand visibility to maximise exposure and performance.

## **Standards-Driven Culture & Training**

Structured training, daily leadership support and clear standards ensure consistent, professional service.

## **Clarity At Every Stage**

No confusion, no silence. Clients remain informed, supported and in control from start to finish.

## **Trust As A Foundation**

Every decision, system and hire is built around earning and protecting client trust.



4.9/5

Positive Ratings

600+

People Across The Group

Each one trained, supported and committed to doing things the right way.

500+

Homes Under Management

A growing property management division built on service excellence.

7512+

Property Transactions In 2025

AED 12.3 B+

In Annual Transactions

A testament to the trust clients place in us.

# Performance and impact

**Our results reflect more than a number**, they represent trust, consistency and long-term relationships built across Dubai's real estate market. Every figure on this page is the outcome of disciplined standards, invested people and a client-first approach applied at scale. As we continue to grow, our focus remains the same: **measurable performance delivered with integrity, professionalism and care.**



## Award-winning Performance

Recognised repeatedly for results, service and professionalism

The awards White & Co has received reflect more than milestones. They recognise consistent standards, disciplined execution and a commitment to doing things properly, year after year. Each award is a byproduct of how the business is built and how clients are served, not the objective in itself.

# Dubai's 360° Real Estate Experience



## Residential Sales

Residential sales is where trust is earned. Our team provides clear, honest advice backed by real market data, not noise. Clients are guided through every stage of buying and selling with transparency, accountability and a focus on achieving the right outcome, not just a quick one.

## Off-Plan

Off-plan requires experience, access and restraint. We work closely with Dubai's leading developers to provide early visibility and informed guidance, helping clients choose projects aligned with long-term goals, whether investment-led or lifestyle-driven.

## Commercial Sales

Commercial property is about fundamentals, not hype. Our Commercial Sales division supports investors and owners with commercially sound strategies, clear numbers and practical insight across office, retail and mixed-use assets.

## Residential Leasing

Leasing is about execution. With the largest leasing team in Dubai, we move faster, reach further and deliver stronger tenant quality. Structured systems, daily oversight and accountability ensure results without confusion or delay.

## Commercial Leasing

For businesses, the right space matters. Our Commercial Leasing team works with occupiers and landlords to secure properties that support long-term growth and efficiency, always through clear advice and straightforward negotiations.

## Property Management

Property management is where service is proven. Our team manages compliance, maintenance, tenant care and financial reporting with structure and consistency. The goal is simple: protect the asset, reduce stress and deliver dependable outcomes.

## Holiday Homes

Holiday Homes requires precision and discipline. We manage short-term rentals with a focus on presentation, pricing, compliance and guest experience, maximising returns while maintaining the condition and integrity of each property.

## Marketing

Marketing at White & Co is not an afterthought. It is a strategic advantage. We invest in content, technology and brand visibility to ensure every property is positioned correctly, reaches the right audience and performs in a competitive market.



**ESG**  
Elite Service Group.

Through our ESG mortgage partners, we offer responsible financing solutions that balance competitive rates with long-term sustainability and sound financial planning.



**ESG**  
Elite Service Group.

Our ESG conveyancing partners ensure every transaction is handled with precision, compliance and transparency, reducing risk and keeping deals moving efficiently.



 **Business hubpay**

Hubpay provides flexible payment solutions that simplify transactions and improve cash flow, supporting smoother deals and better financial control.

# Trusted External Partners

White & Co works with a select group of trusted external partners to support clients through every stage of the transaction. Each partner is chosen for their professionalism, reliability and ability to operate to the standards our clients expect.

# Developer Partnerships

We have built strong, trust-based partnerships with Dubai's leading developers.

These relationships are formed not through volume alone, but through professionalism, consistency and the ability to deliver to clear standards. Each partnership reflects a shared commitment to quality, accountability and long-term value.



**Aldhana Real Estate Developments**

A residential developer focused on accessible, lifestyle-oriented communities.



**Al Zarooni Developments**

A long-established local developer with a diverse residential and commercial portfolio.



**Beyond Properties**

A luxury lifestyle developer creating exclusive, design-led residential projects.



**Bingatti**

A high-volume developer known for bold architecture and dense residential projects.



**Citi Developments**

A value-driven developer delivering competitively priced residential projects.



**DAMAC Properties**

A leading master developer delivering a range of products across all markets



**DAR Global**

An international luxury developer specialising in branded and premium real estate collaborations.



**Dubai Holding Real Estate**

A master developers shaping major waterfront and lifestyle destinations.



**Ellington Properties**

A design-focused developer delivering high-quality, end-user-centric residences.



**Emaar Properties**

Dubai's flagship master developer behind iconic mixed-use communities and landmarks.



**Heilbroon Properties**

A design-led developer focused on refined residences with quality finishes and modern architecture.



**HMB Homes**

A boutique developer known for limited-release residential projects with strong end-user appeal.



**Laya Properties**

A mid-market developer offering well-designed homes that balance affordability and build quality.



**LEOS**

An international luxury developer specialising in branded, lifestyle-led residences.



**Maaia Developments**

An emerging developer delivering modern, community-focused residential projects.



**Mirfa**

A boutique developer delivering contemporary, value-driven residential communities.



**Sobha**

A master developer known for vertically integrated construction and exceptional quality.



**Union Properties**

A legacy Dubai developer behind large-scale master-planned developments.



**Urban Venture**

A developer focused on efficient, urban residential projects in high-demand locations.



**Wasl Properties**

A government-backed developer and asset manager with a diverse real estate portfolio.

# Client Testimonials

**The experiences shared by our clients reflect how White & Co operates day to day.** Professionalism, clarity and follow-through are not exceptions, they are the result of consistent standards applied across every team and service.

**Jay has been an incredible agent** for us in our search for a marina apartment. He was patient, knowledgeable and went above and beyond to find us our dream place. He showed us a variety of options and was always available to answer questions and help with any problems. His calm and friendly approach made the whole process enjoyable. **We couldn't recommend Jay enough - an excellent agent.**

**- Buyer, Dubai Marina**



**I had an excellent experience with White & Co.** Special thanks to Talia Cross & Courtney Murphy for their outstanding support in organizing my apartment at Grande Signature Residence. They were professional, responsive and made the entire process smooth. **I highly recommend both for anyone looking for an high-class apartment in Dubai Downtown.**

**- Tenant, Downtown Dubai**



White & Co Property Management has been great to work with. They are responsive, organized, and handle concerns quickly and professionally. A reliable team that delivers good service highly recommended!

**-Owner, Downtown Dubai**



**“We have had an excellent experience working with White & Co.** Their team took full ownership of the project, delivered strong sales results and managed the closing process with professionalism throughout. Supported by capable agents and strong management, **they have proven to be a reliable long-term partner.”**

**- Urban Venture Real Estate Developer**



COMPANY  
PROFILE

2026

Thank you for taking the time  
to learn more about us.

# White & Co.

DUBAI REAL ESTATE BUILT BETTER

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