Arabnb Homes

COMPANY PROFILE · 2026

Property Management & Holiday Homes

Luxury holiday homes with the most iconic views in Dubai

Best Boutique Operator in Dubai, 2026

SCALE MIDDLE EAST AWARDS 2026



DUBAI, UNITED ARAB EMIRATES · ARABNB.LIFE · @ARABNBHOMES

01 · ABOUT US

Built by two friends.
Run like a hospitality brand.

Arabnb Homes was founded by Hreshan Raheja and Pranay Manghnani, two lifelong friends who turned a shared obsession with travel and hospitality into one of Dubai's most trusted holiday home operators.

We are selective on purpose. We only manage apartments with views worth travelling for: the Burj Khalifa, the Marina skyline, Palm Jumeirah and the beachfront. That discipline keeps nightly rates, reviews and owner returns above the market, and it is why guests come back.

For landlords, we run the entire operation: furnishing, permits, listings, pricing, guests, cleaning and accounting. You receive a detailed statement and a payout every month. Nothing else lands on your desk.

In October 2026 that approach was recognised by the industry. At the Scale Conference Middle East, the region's largest gathering of short term rental operators, Arabnb Homes was named Best Boutique Operator in Dubai, the award for the best operator managing under 100 apartments. We would rather be the best at fifty homes than average at five hundred.



SCALE MIDDLE EAST AWARDS 2026

Best Boutique Operator in Dubai

Best operator managing under 100 apartments

Pranay Manghnani and Hreshan Raheja at the gala, Dubai, 30 September 2026

AED 100M+

DUBAI PROPERTY
UNDER MANAGEMENT

Iconic views

DOWNTOWN · MARINA · BEACHFRONT
PALM JUMEIRAH · JBR

In the press

GULF NEWS · KHALEEJ TIMES
THE NATIONAL · CONDÉ NAST



THE VIEW FROM BEACH MANSION, EMAAR BEACHFRONT · MANAGED BY ARABNB HOMES

The people behind your property

A deliberately small senior team runs every property. Owners deal with people who know their apartment by name, not a call centre.



Hreshan Raheja

CO-FOUNDER



Pranay Manghnani

CO-FOUNDER



Janine Kiarie

OPERATIONS MANAGER



Rinosa Hussain

BUSINESS DEVELOPMENT & ONBOARDING



Junaid

FINANCE

Operations

HOUSEKEEPING, MAINTENANCE AND GUEST EXPERIENCE

Business Development

LANDLORD ONBOARDING AND PARTNERSHIPS

Finance

OWNER STATEMENTS, PAYOUTS AND RECONCILIATION

03 · WHEN IT MATTERED

The night the flights stopped

On the night of 28 February 2026, regional airspace closures cancelled hundreds of flights and left thousands of travellers stranded across the UAE. That evening, Arabnb posted a simple message on Instagram: if you are stranded in Dubai, our vacant apartments are yours for the night, free of charge.

We were the first operator in Dubai to open our homes. Within five hours, every vacant Arabnb apartment was occupied by stranded families. After seeing the initiative, Dubai's community of roughly 250 holiday home hosts and platforms like Livjaza followed, turning one company's gesture into an industry response.

Guests who stayed that night still book with us. Landlords reference the story when they hand us their keys. How a company behaves under pressure says more than any brochure.

AS TOLD TO KHALEEJ TIMES

"People were anxious and just needed to hear that someone was looking out for them. Our team stepped up and handled it with a lot of heart."

HRESHAN RAHEJA · CO-FOUNDER, ARABNB HOMES

4 million	5 hours	8 features
PEOPLE REACHED WITHIN DAYS	TO FILL EVERY VACANT HOME	LOCAL AND INTERNATIONAL PRESS

THE COVERAGE

ARABNB.LIFE/PRESS

Gulf News · Dubai holiday home company offers free stays to stranded tourists

Khaleej Times · Dubai firm offers free stays to stranded travellers amid flight cancellations

The National · Companies and communities in the UAE open doors for tourists in need

Condé Nast Traveller ME · These Dubai residents opened their homes

Khaleej Times · UAE businesses offer free stays and meals in support

Time Out Dubai · Dubai businesses supporting the community

Travels Dubai · Businesses step in to support stranded travellers

Brut India · When Dubai residents opened their doors to stranded Indians



DUBAI MARINA FROM BEACH MANSION, EMAAR BEACHFRONT · MANAGED BY ARABNB HOMES

Why short term rentals, and why now

Dubai's rental market has shifted since the escalation in March 2026. Long term rents in prime areas are down 25 to 30%, and fewer tenants are committing to one year leases. Sale prices have barely moved. That gap between what a property rents for and what it sells for is what we call the gray space, and it is where landlords are getting stuck.

PRIME DUBAI · CHANGE SINCE MARCH 2026 (SHADED AREA IS THE FALL)



Long term rent DOWNTOWN, MARINA, PALM	−25 to 30%
Sale price SECONDARY MARKET	−5 to 10%

The gray space. Rents have fallen three times further than prices. An apartment leased at today's rent no longer produces the yield that justifies today's price, so it does not sell to anyone who buys for income.

DOWNTOWN 2 BEDROOM, BEFORE MARCH	
Annual rent	AED 230,000
Sale price	AED 4.5M
Gross yield	5.1%

THE SAME APARTMENT TODAY	
Annual rent	AED 180,000
Asking price	AED 4.3 to 4.4M
Gross yield	4.1%

WHAT A YIELD BUYER WILL PAY	
Rent they underwrite	AED 180,000
Price at a 5.1% yield	AED 3.5M
Gap to asking	AED 0.9M

Stuck in the gray space

A landlord who signed a lease at AED 180,000 has fixed the apartment's income for a year, and the lease transfers to any buyer. Every investor who runs the numbers arrives at the same answer: the rent does not support the price. The owner is left choosing between a cut on the sale or a year of waiting.

The way out: short term

A holiday home has no fixed rent to anchor against. Income is variable and the apartment earns its full potential in every month, with premium nightly rates in season and monthly residents through the summer. The owner can sell at any time with the unit handed over vacant, and the buyer is pricing a furnished, licensed, income producing asset rather than a lease signed at the bottom of the cycle.

HOLDING OUT FOR A LONG TERM TENANT

- Months of vacancy while the listing waits
- One tenant, one fixed rent in a falling market
- Rent locked for a year at the bottom of the cycle
- Lease transfers to the buyer and caps the sale price
- One cheque, then silence until renewal

THE ARABNB MODEL

- Income from the first month, no long vacancy
- Monthly residents through the summer dip
- Premium nightly rates the moment season returns
- Sell whenever you choose, vacant and furnished
- A statement showing every booking, every dirham

Earn through the dip. Positioned for the recovery. We saw this shift early and moved our portfolio to reliable monthly stays for the summer, switching to premium nightly rates when the high season returned in October. Owners keep earning, their rate is never locked for a year in a declining market, and when the market recovers short term pricing captures it immediately.

05 · INTERIORS

Design that earns its keep

Our in house team designs and furnishes every apartment specifically for short term rental: durable, photogenic and unmistakably luxurious. Good design is not decoration. It is what makes a listing stop the scroll, win the booking and justify the rate.











RECENT PROJECTS · 5242 TOWERS, DUBAI MARINA · BEACH MANSION 2803, EMAAR BEACHFRONT · DOWNTOWN DUBAI · JBR · BUSINESS BAY

Furnishing packages are curated to each building and approved by you before a single purchase. The same team then photographs, lists and maintains the apartment, so the product guests book is the product they walk into.



5242 TOWERS, DUBAI MARINA · TWO BEDROOM FURNISHED AND LAUNCHED BY ARABNB HOMES, OCTOBER 2026

06 · SEASONALITY

A strategy for every season

Dubai's demand moves with the calendar. Our portfolio moves with it. Rather than accepting empty summers, we switch each apartment between three operating modes across the year.

PEAK · NOVEMBER TO FEBRUARY

Premium nightly rates

Holiday season and perfect weather. Dynamic pricing pushes rates to roughly three times summer levels, with minimum stays over premium dates such as New Year's Eve.

MID · MAR TO APR & SEP TO OCT

Occupancy based pricing

Shoulder months. Rates rise when the calendar fills and ease when it does not, keeping the apartment booked at the best price the market will pay each week.

SUMMER · MAY TO AUGUST

Monthly residents

We fill summers with vetted monthly stays sourced through Bayut, Property Finder, our own tenant network and Instagram, protecting occupancy through the quiet months.

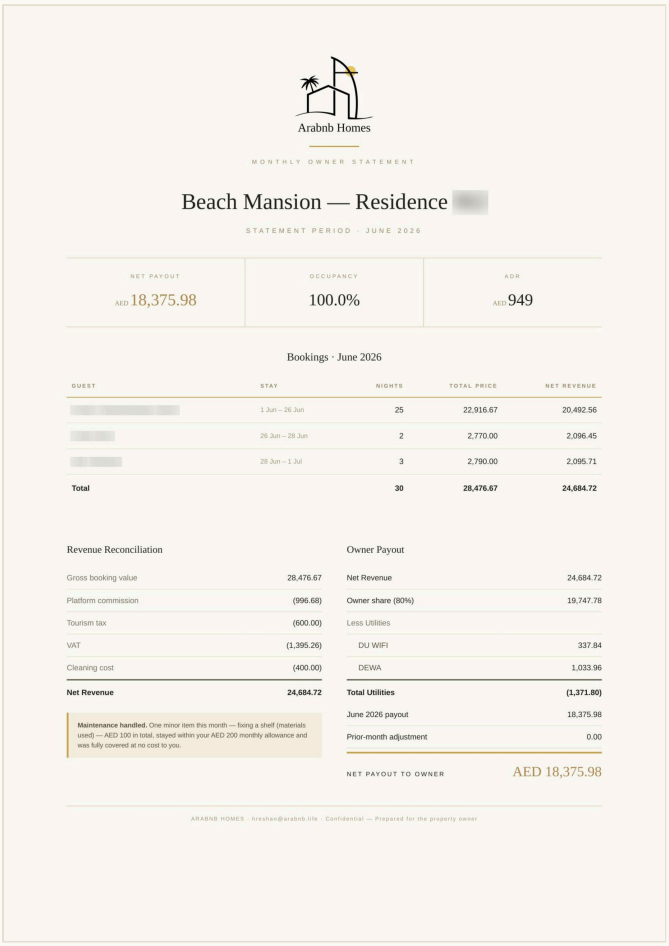
The result: your income holds through the year instead of living and dying with the tourist calendar. The same shift that empties long term listings in summer becomes our supply of monthly residents.



THE BURJ KHALIFA FROM BURJ ROYALE, DOWNTOWN DUBAI · MANAGED BY ARABNB HOMES

What you receive every month

Every owner receives a statement like this each month: every booking listed by name and stay, a full reconciliation from gross bookings to your payout, and a written review of performance, strategy and the Dubai market. You see every booking, every dirham, every decision.



Arabnb Homes

MONTHLY OWNER STATEMENT

Beach Mansion — Residence [redacted]

STATEMENT PERIOD · JUNE 2026

NET PAYOUT	OCCUPANCY	ADR
AED 18,375.98	100.0%	AED 949

Bookings · June 2026

GUEST	STAY	NIGHTS	TOTAL PRICE	NET REVENUE
[redacted]	1 Jun – 26 Jun	25	22,916.67	20,492.56
[redacted]	26 Jun – 28 Jun	2	2,770.00	2,096.45
[redacted]	28 Jun – 1 Jul	3	2,790.00	2,095.71
Total		**30**	**28,476.67**	**24,684.72**

Revenue Reconciliation

Gross booking value	28,476.67
Platform commission	(996.68)
Tourism tax	(600.00)
VAT	(1,395.26)
Cleaning cost	(400.00)
Net Revenue	**24,684.72**

Maintenance handled. One minor item this month — fixing a shelf (materials used) — AED 100 in total, stayed within your AED 200 monthly allowance and was fully covered at no cost to you.

Owner Payout

Net Revenue	24,684.72
Owner share (80%)	19,747.78
Less Utilities	
DU WIFI	337.84
DEWA	1,033.96
Total Utilities	**(1,371.80)**
June 2026 payout	18,375.98
Prior-month adjustment	0.00

NET PAYOUT TO OWNER — AED 18,375.98

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Arabnb Homes

BEACH MANSION — RESIDENCE [redacted] · JUNE 2026 · CONTINUED

The Month in Review

PERFORMANCE & HIGHLIGHTS 01

Residence [redacted] recorded occupancy of **100%** in June 2026, well above the ~82–88% benchmark used as a general market reference. Returning guest [redacted] long-running stay concluded on 26 June after a 25-night stretch this month; the remaining five nights were then filled by two new short-stay guests — [redacted] (26–28 June, 2 nights) and [redacted] (28 June – 1 July, 3 nights) — each carrying a standard AED 400 cleaning cost given the guest turnover, unlike [redacted] continuous stay which had none. Combined, the month generated gross revenue of **AED 28,476.67** and net revenue of **AED 24,684.72** at an ADR of **AED 949**. Utilities came to AED 1,371.80 (DEWA AED 1,033.96, Du Wifi AED 337.84). A minor shelf repair (AED 100) stayed within your AED 200 monthly allowance and cost you nothing. After the 80% owner share and utilities, your net payout for June stands at **AED 18,375.98**.

STRATEGY & RECOMMENDATIONS 02

With [redacted] long stay having concluded on 26 June, Residence [redacted] shifted back to short-stay turnover for the final days of the month — both new bookings converted quickly, keeping the calendar full without a gap. We recommend continuing to target intra-GCC and short-stay demand to fill any similar gaps quickly, while staying open to a new extended stay should a suitable guest come forward. Given the strong ADR achieved across the month, no rate adjustments are needed for now. We'll monitor the calendar closely heading into July and keep you updated on occupancy. We're expecting a further step-up in demand once Dubai's high season begins in October.

DUBAI MARKET OUTLOOK 03

The most material development this quarter is the 19 June US–Iran ceasefire, which reopened the Strait of Hormuz to commercial traffic and pulled Brent crude back toward **USD 70** a barrel from its wartime peak near USD 120 in April. For Dubai, easing shipping and insurance risk supports the confidence underpinning both tourism and prime real estate. The broader property market is best described as taking a breath rather than cooling — Q1 2026 still ranked among the strongest first quarters on record despite a seasonal pullback, with British, Indian and Australian buyers continuing to anchor international demand. For Emaar Beachfront holiday-home owners, the read-through is constructive: short-term rental demand is forecast to grow close to 18% this year, and as regional travel sentiment normalises through the second half of 2026, occupancy across well-positioned inventory should recover toward its established benchmark range.

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ACTUAL OWNER STATEMENT · BEACH MANSION, EMAAR BEACHFRONT · JUNE 2026 · GUEST NAMES REDACTED

Gross bookings — ALL PLATFORMS + DIRECT → **Net revenue** — LESS FEES, TAXES, CLEANING → **Your 80%** — OWNER SHARE OF NET REVENUE → **Payout** — LESS UTILITIES, TO YOUR ACCOUNT

From keys to first guest

Onboarding is handled end to end by our team. Your involvement is a signature, a few approvals and a confirmation on the DTCM portal. We do the rest.

01

Sign the management agreement

Our property management contract sets out the 80/20 revenue split: you keep 80% of net revenue, our 20% covers listing management, pricing, guest relations, housekeeping coordination and monthly reporting.

02

Permits and DTCM registration

We prepare the Holiday Home NOC and register the unit on the DTCM platform. You approve the permit through your UAE Pass email, and the apartment is licensed to operate legally as a holiday home.

03

Checklist and compliance setup

Our curated checklist covers guest essentials and DTCM requirements, from smart locks to safety kits. Every item is priced and approved by you before anything is purchased.

04

Deep clean and photoshoot

A professional deep clean followed by a photoshoot with photographers who specialise in holiday homes, with images selected for maximum conversion on every platform.

05

Go live

Your apartment is listed across the major booking platforms and our own direct channels, with dynamic pricing active from day one. From there, your only touchpoint is the monthly statement and payout.

WHAT WE NEED FROM YOU

A copy of the title deed, the owner's passport or Emirates ID, your bank details for payouts, and access to the apartment. From there, our team takes over.



BEACH MANSION 2803, EMAAR BEACHFRONT · MONTHLY RESIDENT IN SUMMER, PREMIUM NIGHTLY STAYS IN SEASON



09 · CONTACT

Let's talk about your property

Send us your unit details and we will come back with a revenue projection for your apartment, what we would furnish, and what your monthly statement would look like.

ONBOARDING

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BEST BOUTIQUE OPERATOR IN DUBAI · SCALE MIDDLE EAST AWARDS 2026

LUXURY HOLIDAY HOMES WITH THE MOST ICONIC VIEWS IN DUBAI