

**Private Client
Practitioner**

Events



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2013

2013

**Private Client
Practitioner**

**top
25**

**Residential Property
Buyers**



Foreword

Welcome to the inaugural *Private Client Practitioner* Top 25 Residential Property Buyers.

The new ranking takes the number of *Private Client Practitioner* Top 25 initiatives to five. It has been launched in response to reader feedback that other professionals wanted to increase their knowledge and contacts with residential property buyers.

Whether it is to help overseas clients find a home when relocating to the UK, or helping those already in the UK to find a new or additional property, the firms listed in the Top 25 can help busy wealthy individuals find their ideal property.

Numerous surveys and pieces of research show that the UK prime property market, and London in particular, continues to increase in value. This is due to the demand from wealthy individuals to have a base in the UK. Although much was spoken and written about the UK becoming less attractive to wealthy individuals with income tax rises and changes to the non-dom regime, this has not been the case.

It is often forgotten that in many cases it is not a tax-based decision for a high net worth or ultra high net worth individual or family to want a residential property in the UK. Lifestyle, political stability and the quality of UK education can often be the driving factors.

Finding the right place to live is an important decision and it is important that an individual trusts any professional they engage to search and purchase on their behalf. For anybody looking to find such a professional for their client there is no better place to start than this report.

Congratulations to all those that are listed in the Top 25.

Tristan Blythe
Group Editor, PAM Insight



Tristan Blythe
Group Editor,
PAM Insight



Inaugural Private Client Practitioner Top 25 Residential Property Buyers revealed

The inaugural *Private Client Practitioner* Top 25 Residential Property Buyers is the latest in our established series of Top 25 rankings, which cover law firms, accountancy firms, trust companies and financial planning companies. As with the existing rankings, the Top 25 Residential Property Buyers is based on a survey of residential property buyers throughout the UK. The Top 25 have been selected on the basis of the most thorough assessment of 17 factors of which 6 key criteria are published on www.eprivateclient.com.

The latest ranking has been launched in response to reader demand to know this market better and to discover more on the firms that operate in it. This reflects the importance of the services that these firms offer wealthy individuals. Whether for a individual moving to the UK, for one just looking to relocate or gain an extra property, busy clients need property buyers to fulfil their need.

The data for the Top 25 Residential Property Buyers shows many wealthy individuals now purchase their home or

pied-a-terre using a property buyer and these professionals are an increasingly important contact for lawyers, bankers and wealth managers serving discerning but time-poor HNW and UHNW. The sector has matured with major estate agencies entering the market alongside the trusted adviser companies of one or two respected director-buyers. The *Private Client Practitioner* Top 25 Residential Property Buyers 2013 has come at an interesting time for the sector as it seeks to define itself on a broader

stage and in a more discreet mould than estate agents.

These firms tend to be small, reflecting the high level of service and personal trust this sector needs, rather than volume. The number of directors at the Top 25 firms range from just 1 to 13, with a median of 2. Similarly, the number of buyers range from 1 to 14, with a median of 2. But lack of size does not mean low fee income, which ranges from £0.185 million to £7 million, with a median of £1.5 million. The majority focus solely on purchasing property for wealthy individuals with only 7 also selling property for clients. Many of the purchases made by these firms are off-market, another reasons for individuals to engage the services of these firms.

eprivateclient has been encouraged by the way the residential property buyers have embraced the opportunity to celebrate and recognise success and professionalism in the industry. The Top 25 survey included factors such as the number of HNW clients engaged, average property price and number of property purchases completed.

top 25 Residential Property Buyers

to see the the Top 25 Residential Property Buyers data please visit www.eprivateclient.com

Methodology

The Top 25 Residential Property Buyers initiative begins with a survey to around 100 companies serving wealthy clients in the UK. The key data of number of directors, number of buyers, total staff numbers, fee structure, total fee income

and whether the firm sells property is used to create the rankings, which are published on www.eprivateclient.com. Where data is not supplied, estimates based upon published data and PAM Insight's market knowledge are used.

Banda Property



Edo Mapelli Mozzi
managing director

Kensington based Banda Property has been at the vanguard of the growth in property buyers. Led by 30-year-old Edo Mapelli-Mozzi who founded Banda in 2007. The company developed from Mr Mapelli-Mozzi's project work with UHNW clients in Notting Hill and Chelsea.

Taking its name from Swahili for 'hut' the company provides bespoke Property Search and Development Services across London and in the South of France.

On top of 2 directors, 2 buyers and two staff Banda also offers in-house range of Development Services working alongside the search and acquisition team. Banda's project managers can advise on planning matters, development issues and construction costs.

Camilla Dell
Managing Partner



Black Brick

for Sir Alan Sugar's The Apprentice, inspired her to set up her company. Black Brick is now one of the most high profile companies working in this industry.

It started with two person operation in South Hampstead and is now a 9 person company based in Mayfair and covering London and the South East of England. Rightly it takes pride in expanding during one of them most challenging periods for the housing market.

Black Brick was founded by Camilla Dell who spotted an opportunity for a 'truly independent' property consultancy company in 2007.

Ms Dell's experience at Foxtons and later Knight Frank, after making the shortlist

Tracy Kellett
managing director



BDI Homefinders

BDI Homefinders was founded by Tracy Kellett in 2006 and now prides itself on being "the most efficient, cost effective and bespoke property finding service in the UK".

BDI serves clients across London, Berkshire, Buckinghamshire, Surrey, Kent, Oxfordshire, Hampshire, Hertfordshire and the Cotswolds.

The company is also a member the Arab British Chamber of Commerce, and runs a joint venture with helping Middle Eastern clients looking to buy and rent in the UK.

Charles McDowell Property Consultants

Founded in 2002 McDowell Properties works with private banks in the UK, Switzerland and New York, assisting clients with both residential and investment requirements with a focus on

Chelsea, Kensington, Knightsbridge and Belgravia.

When negotiating for a property, estate agents recognise that clients represented by Charles McDowell and his associates

Charles McDowell
founder and principal



are serious about buying and able to move quickly.

Garrington

With nationwide coverage Garrington has grown an enviable reputation as a trusted adviser to high profile clients looking for that special acquisition.

Originally founded in 1996 by Phil Spencer, before he effectively introduced the nation to the concept of a property buyers through his TV work, Garrington's

Jonathan Hopper
managing director



capable team of 17 has been led by Jonathan Hopper since December 2008.

Henry Pryor

Henry Pryor
principal



Considered the 'go to' for journalists seeking expert comment Henry Pryor is equally at home in front of the TV cameras as he is the model of discretion with high profile clients looking to subtly acquire key properties.

Mr Pryor's numerous television news appearances have earned him an impressive reputation among those media clients seeking homes which match their style, outlook and privacy requirements.

George Titley Property

George Titley is known for his discretion and knowledge among London's high and ultra high net worth clientele with his specialist knowledge of Knightsbridge and central London.

The former Strutt and Parker partner and

George Titley
director



keen golfer founded George Titley Property in 2010.

Graham & Graham Property Consultants Ltd

With knowledge of the South African and London markets Graham & Graham Property Consultants has carved out a niche for those seeking access to an exclusive London address from abroad.

Graham & Graham Property Consultants was founded by Anne Graham 6 years ago after she was inspired

Anne Graham
director



by her own travails purchasing in the capital. Prior to Graham & Graham Property Consultants Ms Graham built an impressive reputation in South African real estate, business and private client advisory work.

top 25 Residential Property Buyers

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Huntly Hooper



Oliver Hooper,
director

Huntly Hooper Limited was established by Oliver Hooper MRICS who runs the company and is a member of the Royal Institution of Chartered Surveyors and an Associate member of the Chartered Institute of Securities and Investment.

The company was set up to become the “first professionally regulated residential buying consultancy in London”, which seeks to differentiate itself with its professionalism and uncompromising service.

Lichfields

Primarily focused on prime central London Lichfields prides itself on discretion and efficiency. Under the leadership of Ed Tryon it has adapted well to the requirements of the new breed of high and ultra high net worth clients from Russia and more recently

Ed Tryon,
director



China. Lichfields has impressed with its client buyer ratios.

London Central Portfolio

Founded in 1990 London Central Portfolio (LCP) have treated ‘Prime London Central’ residential property as an alternative asset class. With over £500m of assets under management they are the only company to have successfully launched 3 funds in this field.

Naomi Heaton
chief executive



Most importantly for this Top 25 LCP source on and off-market investment opportunities, refurbish, interior design, as well as letting and managing properties in London's premier addresses.

London Property Match

London Property Match is an independent property finding service founded by Sarah Snow and Suzanne Emson. Both had worked for estate agents and individually developed many properties in London and the countryside. As a result of their experience friends and acquaintances

Tamara Colton
director



began to ask for help and advice in finding homes. Realising that there was a need for a personal search service, London Property Match was born.

London Property Search



Sarah Van der Noot
managing director

Sarah Van der Noot, managing director, began her career in the London residential property market in 1985 working in sales and rentals for blue chip companies. She

founded London Property Search in 1995 has been dedicated to buying quality, prime London property on behalf of British and international clients throughout central London ever since.

She says: “Our aim is for our clients to be assured that they can rely on us to show them the best of what’s out there and to secure them their ideal property on the best possible terms.”

Mercury Homesearch

Jeremy McGivern, founder of Mercury, is forthright in his views on the property industry and it was his bad experiences with estate agents which triggered the founding of Mercury Homesearch.

“Essentially the process of acquiring a property was and still is rigged against buyers,” says Mr McGivern. “Taking advice

from an estate agent on the value of a property is like asking a used car salesman for advice on the price of a car.

“I determined that there had to be a better way to acquire property in prime central London, so I founded Mercury Homesearch. The concept was, and still is, simple: to acquire property on the best

Jeremy McGivern
founder and
managing director



terms possible for the buyer by offering objective advice backed up by the highest level of research and expertise.”

Middleton Advisors

Over the last 12 years, Middleton's partners say they have acquired – on behalf of retained clients – more than £400 million of country houses and estates, as well as an encyclopaedic knowledge of the market.

Mark Parkinson, buying advisor at the firm, says: “Our independence enables us to focus on delivering results for clients but also to feel totally comfortable with the

advice we give. Sometimes that means telling clients things they aren't expecting to hear.”

Mark Parkinson
director



Pereds

Perry Press
principal



Founded by Perry Press and Edward Barnes Pereds celebrated its fortieth anniversary as an independent property buyer in 2007.

With the help of then letting agent Mr Barnes, Mr Press was able to help close friends including The Beatles, Pink Floyd and Led Zeppelin all find rock star homes and Pereds aspirations and market travelled up with the clientele.

Natalie Hirst

Founded by ex-head of London buying at Prime Purchase the eponymous Nathalie Hirst in 2010 her firm was born with significant amount of market knowledge already beneath the boot.

A keen traveller and linguist Ms Hirst says: “I have a track record of repeat business from clients who trust my

integrity to secure a perfect home in London.”

Natalie Hirst
managing director



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Prime Portfolio



John Vaughan
director

Founded by John Vaughan in the early 1990's following a long and successful career at Hamptons. Prime Portfolio offers the complete acquisition service either for investment or as a private home including management, lettings and disposal.

Mr Vaughan is a fluent Italian speaker and predominantly deals with European clients as well as South Africa and the Middle Eastern clients. He is also a board member of the Central London branch of the National Association of Estate Agents (FNAEA) and a member of the Association of Residential Letting Agents (ARLA).

Prime Purchase

Prime Purchase is a wholly owned subsidiary of Savills and as a result of such backing it is a force to be reckoned with in the buying business. Prime Purchase is lead by managing director Hugo Thistlethwayte who was a founding member of Prime Purchase in 2001.

Originally part of the London team he is now based in Hampshire where he lives and works. His enviable task is to source

Hugo Thistlethwayte
managing director



the best in country homes while also maintaining his extensive knowledge of the London market as part of the firm's national coverage.

Private Property Search

Private Property Search specialises exclusively in property search and acquisition within the UK, acting solely for the buyer. They say they are dedicated to helping you find your dream property and have teams both in London and the country.

In London the consultant team of Charlotte de Silva and James Geddes

James Geddes
London consultant



cover all the major property hotspots from Holland Park to St Johns Wood; and Covent Garden to Chelsea. The country team is based in Hampshire and covers an area extending from Herefordshire to Northamptonshire down to Kent and across to Cornwall.

Property Vision

Having recently completed a successful 13 partner management buyout from HSBC private bank, led by founder Charlie Ellingworth and managing partner Peter Mackie, the firm has maintained a strong relationship with the bank.

However, while it continues to have

Peter Mackie
senior partner



exclusive referral agreement with HSBC the firm has been scrupulous in maintaining its independence in national property acquisition for HNW clients.

top 25 Residential Property Buyers

Robert Bailey Property

Robert Bailey founded Robert Bailey Property in 2005 following a successful career as a buyer going back to the mid 1980s.

With buyer Simon Pritchard-Smith and backed by the Robert Bailey team, the firm offers a whole range of HNW services from the acquisition to refurbishment and

finding staff - during which Mr Bailey scrupulously maintains the client's anonymity.

Robert Bailey
founder



Turnbull Property

Johnny Turnbull
managing partner



Founded by veteran property buyer Johnny Turnbull in 2006 Turnbull Property is an ultra and high net worth client specialist. Mr Turnbull is managing partner at Turnbull Property leading a team of three partners covering London, country and international properties. Mr Turnbull began his career in property in 1987 and has included stints at Hamptons, Savills and Prime Purchase.

Turnbull say they: "set the standard for independent buying representation in prime central London for those discerning and uncompromising individuals from across the globe."

The Buying Solution

The Buying Solution is the independent buying consultancy of Knight Frank. Managing partner Philip Selway has more than 30 years buying experience including 8 at The Buying Solution. Its London arm is led by Mr Selway from their Kensington base; the Home counties team say they seek "the best of

both worlds" and are based in Ascot; and a team of four cover the country property hot spots of the South, Central and Cotswolds.

Philip Selway
managing partner



The Collection

Founded in 2009 The Collection is a boutique buying firm which seeks to "correct the imbalance" between the purchaser and the vendor. The Collection is led by managing partner Caroline Takla a former associate partner at Black Brick who has been working in property since 2005. Alongside her knowledge of the London property market Ms Takla is fluent in Arabic.

Caroline Takla
managing partner



reception

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Rachel Webster, partner, Property Vision; Caspar Harvard-Walls, managing partner, Black Brick; and Simon Connell, partner, Property Vision

On Monday 24 June 2013 PAM Insight hosted a champagne reception at Gallery Different for the Top 25 Residential Property Buyers. As well as senior figures from the successful firms, many residential property lawyers, a number of Top 35 Under 35s, 50 Most Influential and PAM Awards judges also attended.

Giovanni Agostinelli, associate, Lichfields; Anastasia Skilakos, Corporate Business Development and Partnerships at Quintessentially; and Ed Tryon, founding partner, Lichfields



Jeremy McGivern, founder and managing director, Mercury Homesearch; and Sarah Dixon, director, London Property Match



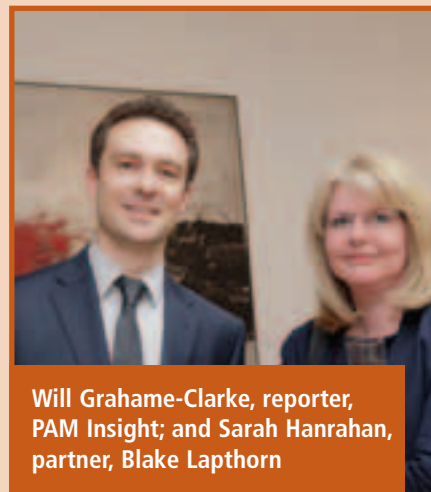
Oliver Russell, head of property acquisition, Charles Russell; Michael Gorman, chartered legal executive, Collyer Bristow; and Andrew Whitby-Collins, solicitor, Charles Russell and a Top 35 Under 35



Ed Tryon, founding partner, Lichfields



Will Grahame-Clarke, reporter, PAM Insight; and Sarah Hanrahan, partner, Blake Laphorn



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Alina Legendi, business & product development manager, PAM Insight; Claire Farrelly, head of marketing & business development, Forsters; and Christopher Mills, senior sales & marketing executive, PAM Insight



Guy Portelli, sculptor, Gallery Different; and Luke Callaghan, senior associate, Taylor Wessing and a Top 35 Under 35



Will Horder, search agent, Banda Property

Andrew Whitby-Collins, solicitor, Charles Russell and a Top 35 Under 35; John Stephenson, partner, Bircham Dyson Bell; and Richard Hornsby, partner, Thomas Eggar



Tatiana Lloyd, tax manager, Deloitte and a Top 35 Under 35



Melanie Benson, partner, Harbottle & Lewis; and Rachel Webster, partner, Property Vision



Sally Firby, partner, Cripps Harries Hall; Richard Hornsby, partner, Thomas Eggar; and Fiona McIntosh, lead partner - residential property team, Cripps Harries Hall

top 25 Residential Property Buyers

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Andrew Kidd, consultant, Clintons and a Top 35 Under 35; David Benaim, partner & head of property, Clintons; and Clare Wener, marketing, Gallery Different



Sophie Rogers, search agent, Banda Property; Will Horder, search agent, Banda Property; and Oliver Russell, head of property acquisition, Charles Russell