

LONDON VIEW

PRIME CENTRAL LONDON



HOUSE
& GARDEN

TATLER

VOGUE

GQ

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Welcome

Surges in demand and supply lead to a record-breaking summer.

Within the last seven years, the Knight Frank lettings business has almost doubled in size. This has included expanding into new areas as well as opening offices within four of London's prime new residential developments. The network of 32 lettings offices is backed up by numerous support departments across our global network.

As a result of some market uncertainty created by 15 tax changes as well as the Brexit vote, our current outlook for the lettings market is a positive one. Following an initial spike in instructions immediately after the referendum, we have seen continued strong activity as rental values have adjusted accordingly.

One of the most encouraging aspects has been the number of new prospective tenants and viewings, which rose 5.5% and 21.7% respectively in the three months to August this year compared to 2015. As a result, the London offices have agreed a record number of tenancies for July, August and September and are on track for a strong year.

With this in mind, we have expanded by opening in Victoria & Westminster and Battersea & Nine Elms whilst continuing to work hard on new initiatives such as capturing a large network of international students who rent between £350 per week and £1,500 per week.

Although it might be some time before we see a significant improvement in rental value growth and yields, the current level of activity and number of tenancies being agreed are a great cause for optimism that we see lasting for the foreseeable future.



TIM HYATT
Partner,
Head of Lettings
tim.hyatt@knightfrank.com

The London sales market has had to come to terms with some considerable headwinds during the course of 2016.

Having said that there are now signs that the demand for London property is on the rise and we have received 25% more enquiries this year than in the same period last year. In the period since Brexit we have received 33% more offers than we did in the same period in 2015.

The recent fluctuations in the value of sterling against the US dollar has reignited interest from the Middle East and from Americans who have not been that active in the London market for a number of years.

We are fortunate that our network, recently expanded to 30 with the opening of our Victoria & Westminster office, puts us in a position where we can capture early new entrants to the market. This is particularly the case at the upper end of the market where in the year to September 2016 Knight Frank were the agents for 48% of properties sold at £8,000,000 and above (source: Lonres.com), with our nearest competitor having a market share of 24%.

Looking ahead, whilst the market will still remain challenging, we are encouraged by the number of new buyers on our books and we are confident that sales can and will be negotiated if a sensible approach to pricing is adopted.



NOEL FLINT
Partner,
Head of Residential London Sales
noel.flint@knightfrank.com

Prime Performance

Despite the Brexit headlines, there are bigger forces at play in the London property market.



TOM BILL
Head of London Residential Research
tom.bill@knightfrank.com

While the UK's vote in favour of Brexit triggered some short-term uncertainty in the prime London property market, it is important not to overstate its impact. Price growth had been slowing for two years in prime central London, an area broadly confined to zone 1 on the London tube map.

It is a similar story in prime markets between zones 2 to 6, with weaker growth in areas like Barnes, Hampstead and Canary Wharf. More affordable boroughs, such as Waltham Forest and Lewisham, have fared better and continue to post stronger growth.

Why the slowdown? Well, despite the headlines focussing on the impact of Brexit, a much wider range of issues has impacted performance. The slowdown in central London followed a period of strong growth as the market cemented its reputation as a safe-haven following the financial crisis.

Robust growth led to robust headlines and the London property market became more interesting to politicians in need of additional tax revenue. Ensuing stamp duty rises acted as a further brake on the market, leading to a stand-off between sellers, who were reluctant to cut asking prices, and buyers, who faced increased purchase costs.

Ironically, the surprise of the EU referendum result has led to more realistic pricing. While the market remains weaker than 12 months ago, most sales are continuing, provided asking prices have adjusted to the more subdued market conditions.

What has also become clear since June is that demand to be in London remains very strong. Weak Sterling is an added incentive for some buyers. As an EU deal takes shape, the UK's absence from the bloc is unlikely to deter many from living in one of the most significant cities on the planet. In this current market, the prosaic truth is that buyers are primarily seeking good value.

Furthermore, we are not building enough homes in Greater London. This structural undersupply partly explains the relative robustness of prices in London following the economic and political fallout from the referendum.

From an investor's perspective, it should also be remembered that there are few satisfactory answers to the question "where else do I put my money?" The bond market? If your yield is not negative it will probably be as low as it has been in several centuries. Hedge funds? Even the smartest investors in the room are struggling to second-guess central bankers and the main indices don't make good reading. Stock markets have been pumped up by QE money and were due a correction this summer.

Securing a double-digit return on a London property investment is not as straightforward as it once was. But if your homework goes beyond the latest newspaper headlines, buying bricks and mortar in London remains a sound decision, Brexit or no Brexit.

Prime Central London

When we look back at the performance of the prime central London property market for 2016, the watershed moment will undoubtedly be the referendum vote in June.



RUPERT DES FORGES
Regional Partner, Prime Central London
rupert.desforges@knightfrank.com

This marked the end of a period of uncertainty that had prompted buyers and sellers to ‘wait and see’ before making a move. Even though the result was a surprise for most, we have seen some normality resuming since, with viewings up as much as 300% in some areas of the capital.

The previous slow-down in activity had already led to a softening of asking prices, particularly in areas such as Knightsbridge and Marylebone where we have seen the sharpest rises in recent years. At the same time, markets like Belgravia have performed strongly as they have increasingly represented good value compared to their more relatively expensive neighbours.

The dramatically weakened pound has also had an effect, giving added impetus to international purchasers. Demand is especially high for family homes in the £3m+ bracket; with buyers from the Middle East and mainland China in particular competing with growing numbers of domestic UK buyers.

Both of these trends have helped to mitigate the dampening effect of increased transaction costs (chiefly the higher stamp duty rates) and led to a strengthening prime market with improvements in both property supply and demand.

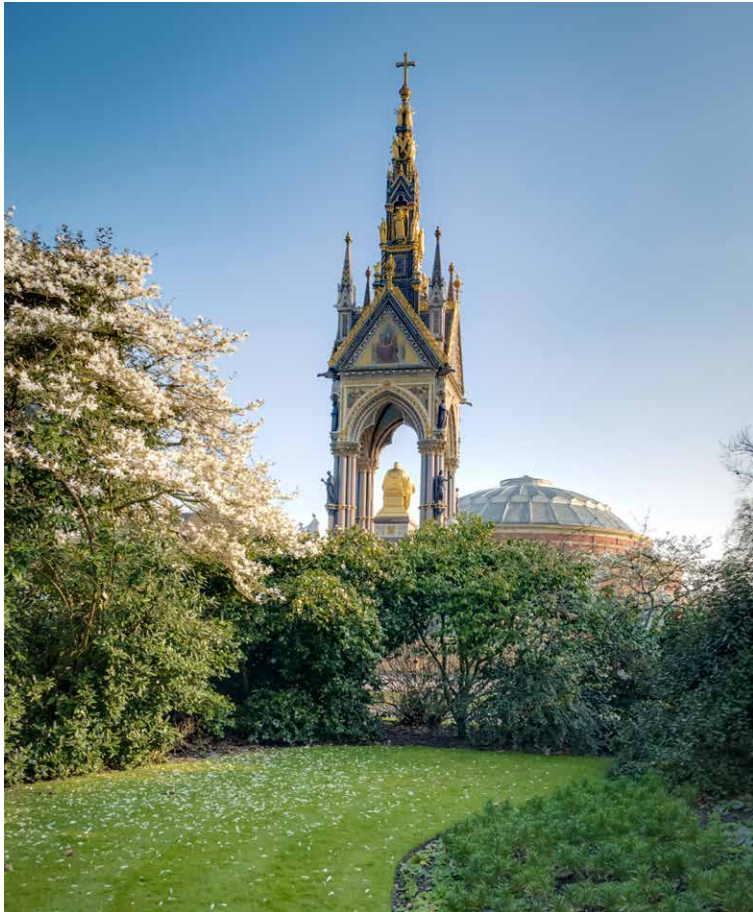
Not that the impact of higher costs has been completely erased. Even in today’s more buoyant environment, we are seeing a much more considered approach by buyers careful

to identify the property that is exactly right for them before making an offer. Compromises that might have been acceptable two years ago are proving to be deal-breakers, with buyers preferring to keep looking rather than settle, and this is having the effect of lengthening transaction times.

A key and continuing trend in London’s most sought-after boroughs has been the demand for properties in ultra-high end new developments. Super-luxurious apartments have dominated the £10m+ transactions in the capital in recent years and the appetite for properties at this level is strong and increasing.

A fusion of home and hotel, these properties are characterised by extremely high levels of service and feature amenities such as concierges and spas. Setting new benchmarks in terms of quality and lifestyle, they are also achieving record prices, with the best central London schemes commanding up to £7,000 per square foot.

In summary, it has been a more transitional market for the prime central London market, but there is a definite sense that calm and clarity have returned. This means that for those undecided when to invest or sell, or who have been sitting things out in rental accommodation, now is looking like the ideal time to make the move.



“Demand is especially high for family homes in the £3m+ bracket; with buyers from the Middle East and mainland China in particular competing with growing numbers of domestic UK buyers.”

1. The Royal Albert Hall
2. The Prince Albert Memorial - Hyde Park
3. Kensington Palace Gardens
4. Palace of Westminster



Eaton Terrace

BELGRAVIA, SW1W



4

GUIDE PRICE: £7,200,000
Knight Frank Belgravia +44 20 3463 0295

EPC: E



Chiltern Court

MARYLEBONE, NW1



2

GUIDE PRICE: £1,850,000
Knight Frank Marylebone +44 20 3328 6536

EPC: E



The Avenue

QUEEN'S PARK, NW6



5

GUIDE PRICE: £2,950,000
Knight Frank Queen's Park +44 20 8022 4037

EPC: E



Queen's Gate

SOUTH KENSINGTON, SW7



4

GUIDE PRICE: £3,595,000
Knight Frank South Kensington +44 20 3463 0238

EPC: B



Kenure House

NOTTING HILL, W11



5

GUIDE PRICE: £8,950,000
Knight Frank Notting Hill +44 20 3463 0238

EPC: E



Glebe Place

CHELSEA, SW3



5

GUIDE PRICE: £11,950,000
Knight Frank Chelsea +44 20 3463 0149

EPC: E



Buckingham Place

WESTMINSTER, SW1E



4

GUIDE PRICE: £4,000,000
Knight Frank Victoria & Westminster +44 20 3641 7939

EPC: C



North Audley Street

MAYFAIR, W1K



4

GUIDE PRICE: £6,850,000
Knight Frank Mayfair +44 20 3463 0229

EPC: C



Glebe Place

CHELSEA, SW3



5

GUIDE PRICE: £7,950 PER WEEK
Knight Frank Chelsea +44 20 3463 0150



Merchant Square

PADDINGTON, W2



4

GUIDE PRICE: £2,495 PER WEEK
Knight Frank Hyde Park +44 20 3463 0241



Eldon Road

KENSINGTON, W8



6

GUIDE PRICE: £4,500 PER WEEK
Knight Frank Kensington +44 20 3463 0303



Headfort Place

BELGRAVIA, SW1X



3

GUIDE PRICE: £3,250 PER WEEK
Knight Frank Belgravia +44 20 3463 0242



Opal Mews

QUEEN'S PARK, NW6



3

GUIDE PRICE: £1,500 PER WEEK
Knight Frank Queen's Park +44 20 3463 0048



Queen's Gate Place Mews

SOUTH KENSINGTON, SW7



3

GUIDE PRICE: £3,950 PER WEEK
Knight Frank South Kensington +44 20 3463 0239



Kildare Gardens

NOTTING HILL, W2



5/6

GUIDE PRICE: £2,400 PER WEEK
Knight Frank Notting Hill +44 20 3463 0320



Catherine Place

WESTMINSTER, SW1E



4

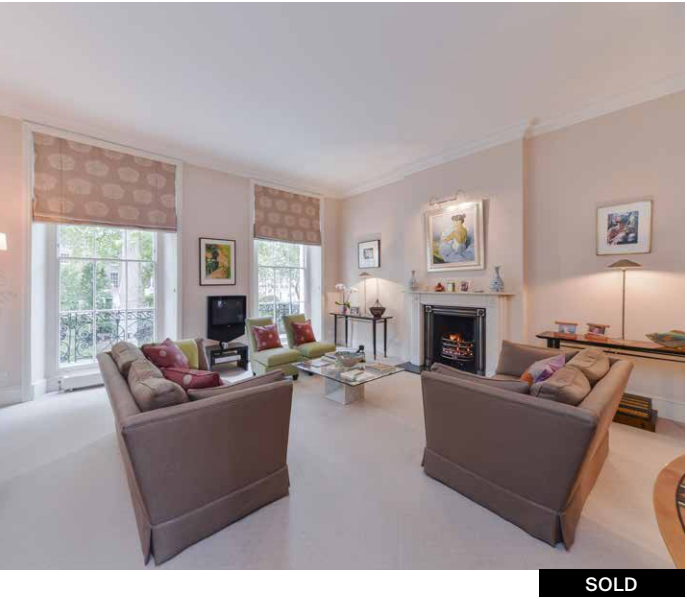
GUIDE PRICE: £1,975 PER WEEK
Knight Frank Victoria & Westminster +44 20 3641 9295



Paultons Square

CHELSEA, SW3 4

GUIDE PRICE: £4,350,000
Knight Frank Chelsea +44 20 3463 0149



Connaught Square

HYDE PARK, W2 5

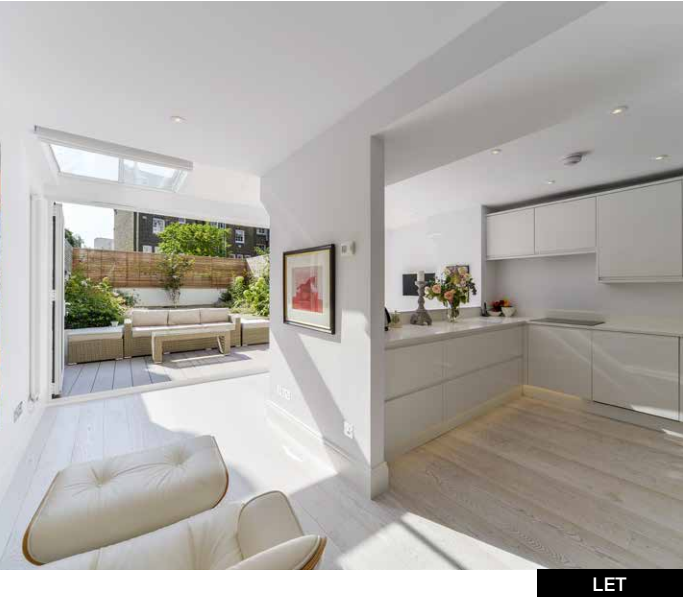
GUIDE PRICE: £5,950,000
Knight Frank Hyde Park +44 20 3463 0240



Connaught Square

HYDE PARK, W2 6

GUIDE PRICE: £3,650 PER WEEK
Knight Frank Hyde Park +44 20 3463 0241



Campden Grove

KENSINGTON, W8 5

GUIDE PRICE: £2,950 PER WEEK
Knight Frank Kensington +44 20 7937 8203



Thurloe Square

KNIGHTSBRIDGE, SW7 6

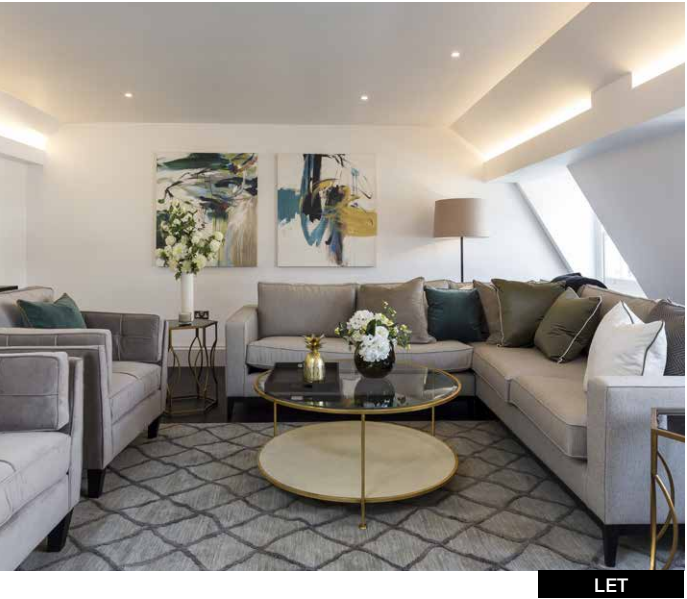
GUIDE PRICE: £12,500,000
Knight Frank Knightsbridge +44 20 3463 0234



Cavendish Road

QUEEN'S PARK, NW6 6

GUIDE PRICE: £2,950,000
Knight Frank Queen's Park +44 20 8022 4037



Fitzhardinge Street

MARYLEBONE, W1 2

GUIDE PRICE: £2,250 PER WEEK
Knight Frank Marylebone +44 20 3328 6537



Rutland Street

SOUTH KENSINGTON, SW7 3

GUIDE PRICE: £1,950 PER WEEK
Knight Frank Knightsbridge +44 20 3463 0235

Home Counties *lettings*

A quick look at the figures confirms that the Home Counties rental market is in robust health.



RUTH BARR
Regional Partner, Lettings - Home Counties
ruth.barr@knightfrank.com

Thanks partly to a combination of Brexit uncertainty and high stamp duty costs, we have seen a 22% increase in tenant applications this year and a 13% rise in the number of viewings. Even more dramatic, there's been an 81% jump in super-prime rental properties in the wake of a slow-down at this level of the sales market.

There's no question that the new stamp duty levels are persuading even high net worth individuals to consider renting over buying, temporarily at least. Faced with a tax bill of over £1m on a £10m property (more if it's a second home), some are choosing to rent as they search the Home Counties for their perfect home. Against a backdrop of falling sale prices, and with the proceeds of their previous sale safely banked, potential buyers are often happy paying £25,000 to £40,000 a month for an exceptional rental property as they wait out the current economic uncertainty.

Another effect of the drop in sales asking prices is an increase in the supply of rentals – many owners are preferring to hold on to their asset for a year or two rather than sell at under its perceived value. This trend contributed to an increase of 38% in the number of new rental properties coming to the market in the three months to July – a rise in stock levels that has led to a slight fall in rental prices.

At the same time, demand for quality rentals remains high as the Home Counties is ever popular with people drawn to the lifestyle on offer. For some it's an ideal 'staging

post' between leaving London and moving to the country proper. For others it's an opportunity to put down roots somewhere that has plenty of green space, great schools and fast commuting links.

One of the key demographics in this region is the corporate tenant. Despite the uncertainty surrounding Brexit and the UK's place in Europe, it's a segment of the market that is always active.

International corporate tenants, for example, accounted for 47% of all tenancies agreed in Ascot, Cobham and Esther in Q2 2016. Many of them are North American families renting houses at round the £5,000 a month level. The domestic corporate market is also buoyant, and this is partly due to young professionals finding it increasingly difficult to get onto the housing ladder. Typically working for well-known brands on high starting salaries, they are snapping up high quality rentals below £2,000 a month that give them the chance to be close to the countryside but with a fast, direct commute into Central London.

Whatever area of the market you look at – from apartments to family houses to super-prime mansions – the Home Counties has had a strong 2016. The choice of quality property and the lifestyle on offer mean that demand will always be high, and the prevailing market conditions have ensured that the supply is there to meet it.



2



“The Home Counties continue to be seen as an ideal ‘half-way house’ between leaving London and settling deeper into the countryside.”

3



4



- 1. Surrey Hills
- 2. Guildford Cathedral
- 3. Windsor Castle
- 4. Eton College



Mackies Hill

PEASLAKE, GU5  5

GUIDE PRICE: £4,500 PCM
Knight Frank Guildford Lettings +44 14 8349 1627



Eaton Park

COBHAM, KT11  6

GUIDE PRICE: £13,500 PCM
Knight Frank Cobham Lettings +44 19 3296 4470



Mill Lane

ASCOT, SL5  6

GUIDE PRICE: £8,950 PCM
Knight Frank Ascot Lettings +44 13 4452 7552



Ledborough Gate

BEACONSFIELD, HP9  5

GUIDE PRICE: £5,200 PCM
Knight Frank Beaconsfield Lettings +44 14 9495 8171



Albany Close

ESHER, KT10  5

GUIDE PRICE: £8,500 PCM
Knight Frank Esher Lettings +44 13 7243 4621



Blakes Lane

HARE HATCH, RG10  7

GUIDE PRICE: £5,000 PCM
Knight Frank Henley Lettings +44 14 9173 8836



Red Lane

CLAYGATE, KT10  5

GUIDE PRICE: £5,250 PCM
Knight Frank Esher Lettings +44 13 7223 0460



Harleyford Lane

MARLOW, SL7  5

GUIDE PRICE: £5,750 PCM
Knight Frank Henley Lettings +44 14 9173 8836



Bolney Road

LOWER SHIPLAKE, RG9 5

GUIDE PRICE: £4,500 PCM
Knight Frank Henley Lettings +44 14 9173 8836



South Hall

GUILDFORD, GU1 6

GUIDE PRICE: £8,750 PCM
Knight Frank Guildford Lettings +44 14 8349 1627



Courtney Place

COBHAM, KT11 5

GUIDE PRICE: £6,250 PCM
Knight Frank Cobham Lettings +44 19 3296 4470



Beeches Park

BEACONSFIELD, HP9 5

GUIDE PRICE: £4,450 PCM
Knight Frank Beaconsfield Lettings +44 14 9495 8171



Pursers Farm Barn

GUILDFORD, GU5 5

GUIDE PRICE: £5,500 PCM
Knight Frank Guildford Lettings +44 14 8349 1627



Cheapside Road

ASCOT, SL5 7

GUIDE PRICE: £10,950 PCM
Knight Frank Ascot Lettings +44 13 4452 7552



Stratton Road

BEACONSFIELD, HP9 5

GUIDE PRICE: £7,500 PCM
Knight Frank Beaconsfield Lettings +44 14 9495 8171



Dragon Lane

WEYBRIDGE, KT13 6

GUIDE PRICE: £7,500 PCM
Knight Frank Esher Lettings +44 13 7223 0460



LET

The Quell

HASLEMERE, GU27



5

GUIDE PRICE: £9,000 PCM
Knight Frank Guilford Lettings +44 13 7223 0460



LET

The Barton

COBHAM, KT11



6

GUIDE PRICE: £9,950 PCM
Knight Frank Cobham Lettings +44 19 3296 4470



LET

Trumpsgreen Road

VIRGINIA WATER, GU25



5

GUIDE PRICE: £5,950 PCM
Knight Frank Ascot Lettings +44 13 4452 7552



LET

Stratton Chase Drive

CHALFONT ST GILES, HP8



6

GUIDE PRICE: £7,900 PCM
Knight Frank Beaconsfield Lettings +44 14 9495 8171



LET

Middle Assendon

HENLEY ON THAMES, RG9



5

GUIDE PRICE: £4,250 PCM
Knight Frank Henley Lettings +44 14 9173 8836



LET

Brooklands Lane

WEYBRIDGE, KT13



5

GUIDE PRICE: £5,750 PCM
Knight Frank Esher Lettings +44 13 7243 4621



LET

Locks Ride

ASCOT, SL5



5

GUIDE PRICE: £7,250 PCM
Knight Frank Ascot Lettings +44 13 4452 7552



LET

Water Lane

COBHAM, KT11



6

GUIDE PRICE: £7,995 PCM
Knight Frank Cobham Lettings +44 19 3296 4470

On *Your* Side

From bespoke mortgage advice to accessing the best fixed-rate deals, with Knight Frank Finance you’re among experts, says Managing Partner Simon Gammon.

Knight Frank Finance, our mortgage broker and advisory service, was formed only nine years ago, but it's growing fast. This year, the team will arrange over £2bn of lending for our clients. We are a 'whole of market' broker, dealing with more than 140 lenders and can access the best possible deals to suit each individual's needs.

In the post-Brexit environment, and with the recent fall in the Bank of England base rate to 0.25%, we have seen a significant upturn in borrowers reviewing their loans – even if their current ones have some time to run. Many have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high net worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

Recently, we have seen an increase in overseas clients, attracted by the pound's fall in value against international currencies. From a tax point of view, it may be more efficient for these clients to have a mortgage than buy a property in cash. We are also seeing sharp rises in interest from wealthy foreign buyers when a significant tax change leads them to look beyond their own borders. Similarly, the uncertain global political climate has affected the number of foreign nationals looking to buy in the UK.

At Knight Frank Finance, we are experts in understanding which banks and institutions are more likely to lend to those from certain jurisdictions. For example, if you are of Russian origin, some banks are more helpful than others; if you are American, certain Swiss banks may not be keen to assist you.

The biggest change we have seen post-Brexit has not been the individuals looking to borrow, however, but lenders’ appetite to lend. Some banks have reduced their loan-to-value ratio, in expectation that house prices will start to fall, while others have become more conservative in their general lending criteria. It is therefore more crucial than ever that we keep close to the lenders and up to speed with any changes so we can help our clients navigate this ever-evolving market.

SIMON GAMMON

Partner, Department Head of Knight Frank Finance LLP
simon.gammon@knightfrankfinance.com

At no point since the recession began has it been more difficult to get a mortgage, due to increasing government restrictions on lenders. The process has become increasingly drawn out, and a greater amount of paperwork is now required. As a result, many more buyers are turning to the broker channel for support and to ensure they are given the right advice. Through our excellent market knowledge, contacts and expertise, Knight Frank Finance can provide our clients with deals that meet all their requirements, at the best possible price.



CONTACT US

PRIME CENTRAL LONDON OFFICES

BELGRAVIA

Sales: Stuart Bailey

Tel: +44 20 3463 0295

Sales Office:

47 Lower Belgrave Street, Belgravia,
London SW1W 0LS

Super Prime Lettings: Tom Smith

Lettings: Caroline Phillips

Tel: +44 20 3463 0242

Lettings Office:

82/83 Chester Square
London SW1W 9HJ

CHELSEA

Sales: James Pace

Tel: +44 20 3463 0149

Lettings: Natalie Berthiaud

Tel: +44 20 3463 0150

352a King's Road,

London SW3 5UU

HYDE PARK

Sales: John White

Tel: +44 20 3463 0240

Lettings: John Humphris

Tel: +44 20 3463 0241

1 Craven Terrace,

London W2 3QD

KENSINGTON

Sales: Mark Redfern

Tel: +44 20 3463 0308

Lettings: Tacita Rolls

Tel: +44 20 3463 0303

52-56 Kensington Church St,

London W8 4DB

KNIGHTSBRIDGE

Sales: Rupert des Forges

Tel: +44 20 3463 0234

Lettings: Georgina Rusling

Tel: +44 20 3463 0235

60 Sloane Avenue,

London SW3 3DD

MARYLEBONE

Sales: Christian Lock-Necrews

Tel: +44 20 3328 6536

Lettings: Emily Englander

Tel: +44 20 3328 6537

Unit 49, 55 Baker Street,

London W1U 8EW

MAYFAIR

Sales : Harvey Cyzer

Tel: +44 20 3463 0229

Lettings: Rahim Najak

Tel: +44 20 3463 0230

120a Mount Street,

London W1K 3NN

NOTTING HILL

Sales: Caroline Foord

Tel: +44 20 3463 0126

Sales Office:

298 Westbourne Grove,
London W11 2PS

Lettings: Elizabeth Holder

Tel: +44 20 3463 0320

Lettings Office:

294 Westbourne Grove
London W11 2PS

QUEEN'S PARK

Sales: James Davies

Tel: +44 20 8022 4037

Lettings: Stefano Palmiero

Tel: +44 20 3463 0048

60C & 60F Salusbury Road,

London NW6 6NP

SOUTH KENSINGTON

Sales: Laurence Lai

Tel: +44 20 3463 0238

Lettings: Isobel Pickering

Tel: +44 20 3463 0239

157 Gloucester Road,

London SW7 4TH

VICTORIA & WESTMINSTER

Sales: Robert Oatley

Tel: +44 20 3641 7939

Lettings: Emma Sewell-Vincent

Tel: +44 20 3641 9295

51 Victoria Street,

London SW1H 0EU

HOME COUNTIES OFFICES

ASCOT

Lettings: Gordon Hood

Tel: +44 1344 527552

59 High Street, Ascot,

Berkshire SL5 7HP

HENLEY-ON-THAMES

Lettings: Charlotte Knight

Tel: +44 1491 738836

20 Thameside, Henley-on-Thames,

Oxfordshire RG9 2LJ

COBHAM

Lettings: Amanda Driver

Tel: +44 1932 964470

50 High Street, Cobham,

Surrey KT11 3EF

GUILDFORD

Lettings: Ross Harvey

Tel: +44 1483 491627

2-3 Eastgate Court, High Street, Guildford,

Surrey GU1 3DE

BEACONSFIELD

Lettings: Suzy Garrett

Tel: +44 1494 958171

20-24 Gregories Road, Beaconsfield,

Buckinghamshire HP9 1HQ

ESHER

Lettings: Amanda Driver

Tel: +44 1372 434621

The Old Post House, High Street, Esher,

Surrey KT10 9QA

View our full list of London offices at
KnightFrank.co.uk

OUR EXPERTISE

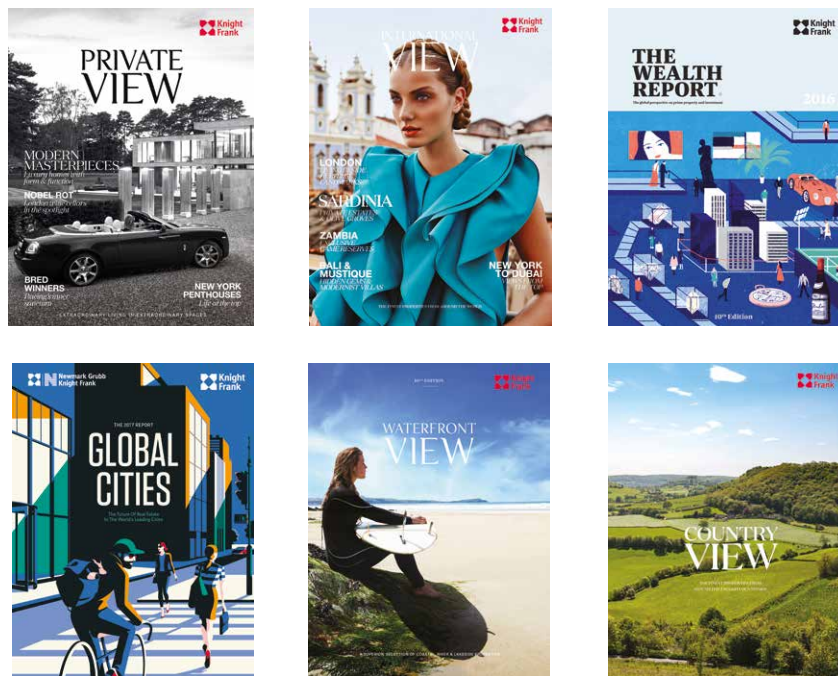
THERE'S A HUMAN ELEMENT IN THE WORLD OF PROPERTY THAT IS TOO EASILY OVERLOOKED.

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential. Operating in locations where our clients need us to be, we provide a worldwide service that's locally expert and globally connected. We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we've created a workplace where opinions are

respected, where everyone is invited to contribute to the success of our business and where they are rewarded for excellence. The result is that our people are more motivated, ensuring your experience with us is the best that it can be. Together, Knight Frank and Newmark Grubb Knight Frank have a global platform of more than 14,000 people across 411 offices in 59 countries. Our London footprint spans across the capital with a network of 30 London sales and lettings offices to ensure we have all your property needs covered.

OUR PUBLICATIONS

Knight Frank produces award-winning publications and market updates, our suite includes:



To view more of our properties for sale and to let, visit our website below:

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