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Henry & James

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ESTABLISHED IN 1950 HENRY & JAMES IS ONE OF LONDON'S FINEST INDEPENDENT ESTATE AGENCIES



NEWSLETTER, FEBRUARY 2017

Welcome to the February Henry & James newsletter. This month, we feature one of our biggest stars for Meet the Neighbours: Alex Polizzi, The Hotel Inspector. We reveal hotspots to invest in across Belgravia, Kensington and Chelsea. And report on a growing trend of specialist buyers investing in short-lease properties across the capital.



LATEST NEWS



MEET THE NEIGHBOURS: ALEX POLIZZI, THE HOTEL INSPECTOR

Alex Polizzi is best known as The Hotel Inspector, but now she is about to appear in a brand new series: Alex Polizzi's Secret Spain. She shares her passion for the country, culture and people, making new discoveries along the way. Here Alex reveals three desert island luxuries, her love of London and as the niece of Sir Rocco Forte, the hotel she would most like to review. [Read more.](#)

INVESTMENT HOTSPOTS: WHERE TO WATCH, LIVE

Where are the best places to invest in 2017? Safe streets near good transport links with attractive properties that will continue to prove popular with buyers? They may be enchanting courtyards with privacy and peace, or secluded streets near London's bustling shops. Our experience of operating in the area for 66 years, has helped us pick hotspots



AND INVEST IN 2017

across Belgravia, Kensington and Chelsea that offer long-term potential. [Read more.](#)



EATON SQUARE APARTMENT SELLS WITH THREE YEAR LEASE

Many of us may think twice about buying a short-lease property. Just the sound of anything below 100 years usually sets off the alarm bells. Yet a growing number of specialist buyers is emerging across south-west London. Here we explain why these unique properties, often located in London's best addresses are in demand. [Read more.](#)



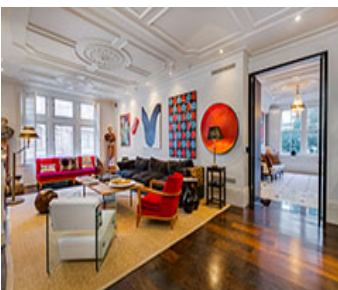
PROPERTY PRICES: FEBRUARY MARKET MOVEMENTS

“As we start to come out of winter, market interest on the rental side is very buoyant,” says James Bailey, Chief Executive of Henry & James. “We let a property in Chelsea earlier this month for nearly £4,000 a week, which is a good guide to the robustness of the rental sector. “Similarly in sales, we sold a property in Hamilton Terrace, north London for £16m in about two months. This also shows that there is a continued interest at the top end of the market with buyers searching for their next investment. And as the Spring Budget approaches, there is a gentle buzz in the air across south west London.”



GOING, GOING, GONE: £16M MODERN MANSION SELLS IN SIX WEEKS

When you put a property on the market for £16.5 million, and it sells within less than two months, you know you have done a good job. We are pleased to report the sale of Hamilton Terrace, in St John's Wood, in six weeks flat. The property is within 250 yards of Lord's Cricket Ground and, in terms of the sheer speed with which it shifted, this felt like more T20 than a Test Match.



RETAIL THERAPY: LIVE 60 SECONDS FROM HARRODS

The perfect central London pad has just come on the market. The property is 60 seconds from Harrods, about ten minutes from Harvey Nichols and five minutes from the designer stores on Sloane Street. It's a shopaholic's dream. Welcome to Hans Road, an elegant lateral apartment in an impressive red-brick building in Chelsea, SW3. [Take a tour.](#)

PROPERTY OF THE MONTH: CADOGAN GARDENS,

This spectacular townhouse on Cadogan Gardens, on the market for £16 million, epitomises a Chelsea that exudes sophistication. The seven-bedroom property has all the architectural grandeur you would expect, with soaring ceilings, but also manages to feel like a place of retreat in the heart of the city. It has two terraces and access to a private rear garden and is close to one of Chelsea's best-kept secrets – 11



LONDON £16M

Cadogan Gardens. The recently refurbished boutique hotel was formally an exclusive private members club. The new-look hotel is so low-key that, from the outside, it hardly looks like a hotel at all, but it is helping to put Cadogan Gardens on the map. Not that it was ever off the map – for Londoners in the know. [Take a tour.](#)



ASK THE EXPERT: PROPERTY MANAGEMENT TIP OF THE MONTH

“Invest for the long term,” says Matt Scott, Senior Property Manager at Henry & James. “A problem may arise with a leaky tap, say, and some landlords might buy a cheap replacement as a short-term solution. What they should be doing, and what we always advise them to do, is lay aside a proportion of their rental income for just such contingencies. “Otherwise, they will find themselves faced with a larger bill when they have to freshen up the property for a new tenant later on. It is the same principle as a sinking fund in a block of flats, to cover major works to the common parts. We would recommend that landlords lay aside some of their rental income every month to prepare for the unexpected. It’s similar to an old church tithe, for running repairs.”



CUT BUSINESS RATE RISES FOR SHOP OWNERS

“The neighbouring business that I most treasure, and have campaigned for over the years is Mayhews Newsagents near us in Motcomb Street,” explains James Bailey, Chief Executive, Henry & James. “Business rates in central London are threatening the future of small newsagents, but they are real hubs of local communities. It’s time to stop rate rises for these and other small, entrepreneurial businesses in London and across the UK.”

FEATURED PROPERTIES

SEARCH FOR PROPERTIES

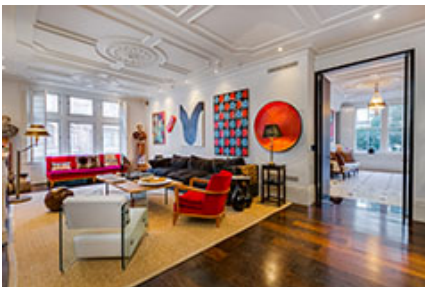
 List view

 Thumb view

 Map view

Hans Road SW3

£7,250,000



Burtons Mews SW1W

£5,550,000



Starborough Castle TN8

£1,750,000



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