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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, JUNE 2017 - test

Welcome to the June newsletter. This month, we reveal how the right smell can help sell your home. We discover the perfect Chelsea hideaway in the backstreets of SW3. And share some of the secrets of buying off-market properties. But what's next for the London housing market after the General Election? James Bailey, Chief Executive of Henry & James, comments on Britain's hung parliament.

It's all included in our latest instalment of news and views from across Belgravia, Chelsea and Kensington.



### LATEST NEWS



#### [CAN THE RIGHT SMELL SELL YOUR HOME?](#)

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Could smell be the new rock 'n' roll? A new exhibition at Somerset House this summer, promising 'a sensory journey through contemporary scent', is a reminder that people are guided by their noses as much as by their eyes and ears. And house-hunters are no exception. In an interesting study in Australia, people were asked to visit homes infused with particular scents and then estimate the market value of the property. [Find out the results here.](#)

#### [- FIND YOUR LOVE MATCH](#)

The capital's hidden garden squares throw open their gates in mid-June, so you can check out top seeds and hard courts. With Wimbledon just around the corner, you might want to hold tennis parties of your own. Here are six ace properties for



## IN LONDON

sale or to let in Belgravia and Chelsea. They are all near garden squares, with courts to fine-tune your tennis skills.



## WHY ARE MEWS HOUSES SOME OF LONDON'S MOST DESIRABLE HOMES?

Sometimes it is the beautiful cobbles that catch the eye. Other times, it might be the window-boxes or the peace and quiet in the heart of the city. You do not have to spend too long in central London before stumbling across a mews house that makes our capital so special. London's mews houses are full of history, adaptability and enduring charm: step back in time this summer. [Read more.](#)



## THOUGHTS AND PRAYERS FOR LOST LOVED ONES

June could not have started much worse with the terrorist attack on London Bridge following the Manchester bombing. The fire in Grenfell Tower and tragic loss of life was equally horrific. Our thoughts and prayers are with those who have lost loved ones. As at London Bridge, the superb response by the emergency services was a source of pride and gratitude.



## MEET THE NEIGHBOURS: JOHN MARRS, AUTHOR OF 'THE ONE'

He famously tweeted 80 rejection letters from publishers. Thankfully, John Marrs didn't give up. But what motivated him to be so determined and keep going? Here the author and journalist reveals his inspirations and takes us behind the scenes of his new book, *The One*. It's a psychological thriller about everything from dating and DNA to secrets and soul mates.



## SUMMER MARKET WATCH: GENERAL ELECTION 2017

"As the dust settles after the election, we are confident that the London property market will find its feet again soon. We have certainly observed signs of returning confidence all spring and look forward to more of the same in the summer months. "Whether Theresa May remains in 10 Downing Street is yet to be seen, but an important piece of the political jigsaw puzzle has been slotted into place," says James Bailey, Chief Executive of Henry & James.

"The rental market is solid and, on the sales side, the buyers are certainly out there. Years of building contacts in the UK and around the globe is the key to our success. I remain optimistic that there will be greater stability in the London property market over the coming months."



## PROPERTY OF THE MONTH: THE PERFECT CHELSEA HIDEAWAY

Hasker Street could hardly be better located. Serious shoppers will know that it is exactly equidistant between Harrods and Peter Jones, tucked away in a quiet part of the capital which embodies the best of Chelsea. It is minutes from Walton Street, while Bibendum and The Conran Shop are nearby in Brompton Cross.

This three-bedroom townhouse (£3.45 million) is bijou compared with some of the terraced properties on Belgravia’s grandest squares, but its charm is undeniable. It is also in mint condition after being freshly repainted. There is a large kitchen/dining-room, a fine double reception room and a south-west-facing private garden. The perfect Chelsea hideaway! [Take a tour.](#)



## CONFESSIONS OF AN ESTATE AGENT

“Good estate agents need to adapt to the unexpected, so hats off to my colleague, who recently displayed heroic resilience,” says James Bailey. “He was on his way to meet a client when he became conscious that he was suffering an allergic food reaction of some kind. By the time he got to his appointment, he had come out in such a violent rash that his complexion could only be described as purple rather than pink. His client suggested anti-histamines, and we are pleased to report that he is out of danger and looking his normal healthy self.”

## FEATURED PROPERTIES

SEARCH FOR PROPERTIES

List view

Thumb view

Map view

[Cadoqan Gardens SW3](#)

£13,250,000



[Stratford Road W8](#)

£7,500,000



[Thurloe Place SW7](#)

£1,495,000



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