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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, JANUARY 2017

A new year means a new start, new goals and for many a new home. It is traditionally a time of optimism and we are feeling confident that the central London property market is on an upward trajectory, after a busy January.

- In this month's newsletter, our Neighbour of the Month is Alan Titchmarsh. He is about to appear in a new Channel 5 television series, but we caught up with him in-between filming.
- You can learn how to maximise your returns with our new mini-guide for Landlords.
- And James Bailey explains why the London property market is set for growth as international elections loom. It's all included in our latest update.

ARRANGE A VALUATION



by
The Belgravia Specialists

LATEST NEWS



MEET THE NEIGHBOURS: ALAN TITCHMARSH

Alan Titchmarsh needs no introduction. He is a legend on the small screen and familiar face at the Chelsea Flower Show in SW3. His sense of humour is infectious and passion for homes, interiors, antiques and London, make him our first Neighbour of 2017. Now the bibliophile with more than 5,000 books, is about to appear in a new TV series on the Secrets of the National Trust. But if he was stranded on a desert island, what would he take with him? And what advice would he give to anyone who wants to break into the world of presenting? [Read more.](#)



WHY THE LONDON PROPERTY MARKET IS SET FOR GROWTH AS INTERNATIONAL ELECTIONS LOOM

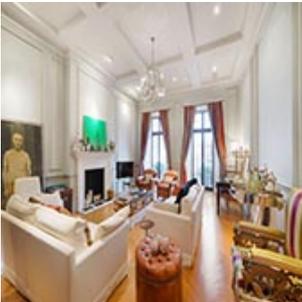
James Bailey, Chief Executive at Henry & James explains the impact of elections in France, the Netherlands and Germany, on the London housing market. [Read more.](#)



MARKET WATCH: LONDON PROPERTY PRICES

“We have hit the ground running this year in lettings, with some important properties achieving £4,000-£5,000 a week,” explains Charles Sheldon, Senior Sales Negotiator, Henry & James. “They are usually the kind of large family properties that are rented in September, at the start of the school year. Yet it shows the confidence people have in central London as a place to live and work. There is plenty of interest around and, when people compare us with Paris, where taxes are higher, London is more attractive.

“Sellers sometimes feel they should wait until the spring before putting their properties on the market, but this year I would advise them to put them on the market early. It is futile trying to predict the political future in any detail, but I am confident that there will be added interest in the year ahead.”



PROPERTY OF THE MONTH: HALKIN PLACE £12.95M

Halkin Place is a delightful little side street, just off Belgrave Square. It is hard to imagine a more convenient location, just a short walk from Knightsbridge and the King’s Road. And it is worthy of the location. This is a Grade II-listed town house, stucco-fronted, with the grand, high-ceilinged rooms that are associated with Belgravia at its best. With seven bedrooms, a drawing-room, a stylish study, and a large roof terrace, it fully justifies being our Property of the Month. It’s on the market for £12.95m. [Have a look!](#)



MINI-GUIDE FOR LANDLORDS: HOW TO MAXIMISE YOUR RENTAL RETURNS

The lettings market is strong across south west London. But how do landlords let their homes faster, reduce void periods and find the best tenants? Steve Cook (Senior Lettings Manager) and Richard Gunning (Lettings Manager) of Henry & James share their advice to boost rental returns. Read the guide [here](#).

NEW FACES AT HENRY & JAMES

We have two new starters at Henry & James this month. Fiona Patty, our new lettings negotiator, was brought up in Sussex, where her parents own a livery yard. She got involved in the show-jumping world and spent ten years buying and selling ponies. “It doesn’t matter if you are trying to sell a horse or trying to let a home: you need to negotiate with a cool head. I am excited about working for Henry & James.”



Elisabeth Harrison, who has just started as an Administrator with us, has recently been travelling to India and Central America after completing a degree in law at Surrey University. She is currently living in Ravenscourt Park, but will shortly be relocating to Battersea, within walking distance of the office. She is an invaluable new asset to the office.



CONFESSIONS OF AN ESTATE AGENT

“Working with architects is a lot of fun. They are creative, forward-looking and come up with good ideas,” adds James Bailey. “But we recently had a rather interesting experience – hilarious with hindsight – with an architect who was looking at one of our properties. A wall clearly had a kink in it, he insisted that it was perfectly straight and I had to stand out in the snow trying to get him to see the kink. It was quite a surreal experience. But he gave way in the end.”



ASK THE EXPERT: PROPERTY MANAGEMENT TIP OF THE MONTH

Do you know how to prepare your property before letting it? Matthew Scott, Property Manager at Henry & James will be sharing his top tips in our monthly newsletters. He has worked in the area for more than 20 years and managed more than 1,000 properties, ranging from Grade I-listed houses to multi-million pound apartments. His January property tip of the month is simple:

“Your property must look at its best. That does not necessarily mean a major makeover, but it does involve looking after the basics. Décor should be neutral, light switches should work and, on top of that, you need to create a wow factor. How do you do that? Give your property a fresh coat of paint between tenancies. This always helps. Or you might dress an apartment as if you were decorating it for the first time, paying attention to every detail in every room.”



60 SECONDS WITH ... JAMES BAILEY

In the first of a new series, we meet business leaders across the capital. This week, we interview James Bailey about his passion for property, secrets of success and time spent in California. [Read the interview here.](#)

FEATURED PROPERTIES

SEARCH FOR PROPERTIES

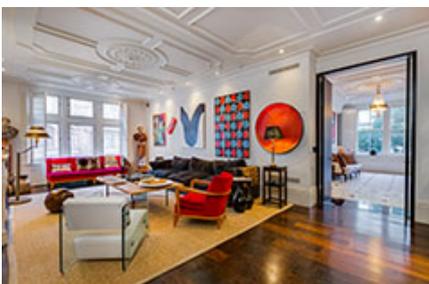
List view

Thumb view

Map view

Hans Road SW3

£7,250,000



Burtens Mews SW1W

£5,550,000



Starborough Castle TN8

£1,750,000



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