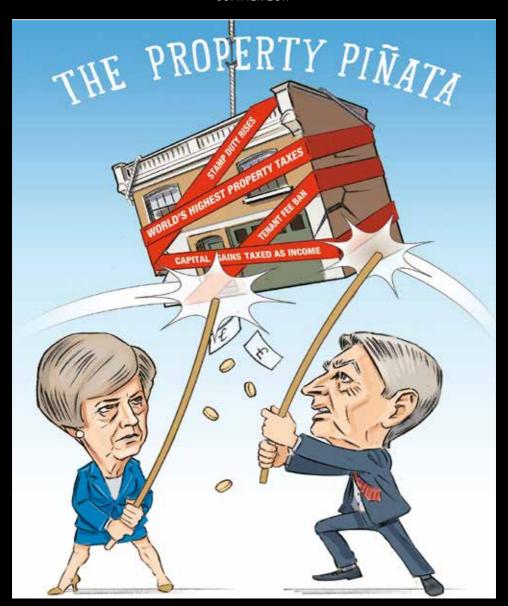
## MEWSNEWS

SUMMER 2017



Produced by

## LUROT BRAND

EST 1971

# "BEAUTIFULLY DERELICT" – IS THIS THE LAST TRUELY UNMODERNISED MEWS HOUSE LEFT IN PRIME CENTRAL LONDON?

As late as the 1980's and 1990's we were still finding and selling a great many of these unmodernised mews houses, blank canvasses where you didn't have to pay a premium for the seller's poor taste. Often unmortgageable these houses were so run down there was nothing worth keeping, just four square walls behind a Victorian façade on a pretty cobbled street where you could build pretty much whatever your heart desired.

However like all good things their supply was finite and their values rocketed as our chairman was just too good at convincing mews owners and buyers to convert their mews lock ups into the gorgeous streets we still specialise in today. So just when we doubted that we would ever see another we were called into one of the best we have ever seen.

This mews house, in Little Venice, takes the description of 'being unmodernised' to a whole new level as it is the first house I have seen with gutters, both inside and out, to carry the rain water away. Yes the roof really is that bad. So bad in fact, just like grandpa potts had to, in the film Chitty Chitty Bang, Bang....', you will be taking an umbrella to bed.

This is the kind of house children run past when walking to school and could quite possibly be the most derelict inhabited house in Prime Central London but ironically it is for exactly these reasons it is also one of the most desirable. And by buying at £2,500,000 this could be the cheapest entry into a house that could potentially be worth £4,000,000.











Let me explain, you will see from the photographs that this is the only house in the street without a second floor so, with the current planning policy, both a basement and a roof extension should be (subject to planning) just a formality, and by adding these two floors you will create a house of around 2700 square feet.

If the house is demolished and rebuilt one can reclaim the VAT on the build costs as it will become a new build house plus the savings on Stamp

Duty alone will save you £180,000, compared with buying a £4mill house and, with an estimated £6/£700,000 build cost, there should be a tidy, tax free, profit at the end.

The house also has an interesting history as it has been used in the filming of a number of TV series including The Saint and Rumpole of the Bailey and the street not only has a number of film companies based there it also has been a backdrop for The Avengers.

And like all mews streets it has, and had, its fair sprinkling of celebrity residents including musicians like Boy George, Marilyn, Janet Street Porter, Tony James of Sigue, Sigue Sputnik but none so famous, or



should I say infamous, as The Sex Pistol's late front man Sid Vicious.

So whether you want to create your perfect mews house, or relive your youthful punk days in the same insalubrious way as Sid did in number 3, this could well be the house for you.

Quoted in The Daily Mail, Telegraph & IO Other's Globally.



James Robinson General Manager

CURRENTLY ON FOR SALE WITH LUROT BRAND



PINDOCK MEWS

£2,500,000

### Market review

#### Prime Central London





JULY 2017

We bring you the latest trends in the UK's housing market, with a detailed focus on PCL.

#### House prices

In the 12 months to April 2017, average house prices rose by 5.6% according to the ONS house price index, up from 4.5% in March. This is in contrast to other surveys which have indicated the market is stalling. The average price of a property across the UK is now £220,094, £12,000 more than a year ago. Prices have risen by more than 6% in the last year across the East of England, West Midlands and South West.

#### Economy

The final GDP numbers for the first quarter 2017 have just been released. These confirm the level of economic growth was 0.2% over the quarter, only marginally lower than the provisional estimate. The annual rate of GDP growth now stands at 1.9%, which is remarkably resilient given the political and economic uncertainty. The service sector which represents close to 80% the UK's economy had its slowest quarter in 2 years.

#### Transactions

The UK residential market appears to be adjusting to a new norm of lower transaction levels. Transaction levels at their peak in 2007 were 1.6 million per annum. This sunk to 860,000 in 2009 and whilst levels have since recovered, the current level of 1.2 million per annum is still 25% below the prior peak.

#### Demand

Mortgage lending was higher than expected in May. While the number of mortgage loan approvals was on a par with the April level, this defies expectations of a slowdown caused by the election uncertainty and squeeze on incomes.

#### Investment

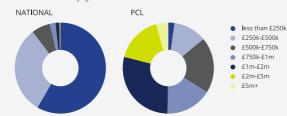
Rental growth across the UK is slowing particularly in London. Indeed Homelet's June index showed rents in the UK were marginally lower than this time last year (-0.2% over the 12 months to end June 2017). These figures differ from the ONS rental index figures (+1.8% in 12 months to May 2017) as Homelet is based on new tenancies and therefore is more responsive to market changes. These slower growth patterns are likely to be reflected in the ONS series with a time lag.

#### LOCAL MARKET ROUND UP



Over the last 12 full months there have been **3,223 sales** in PCL. This is a **-33%** change on the previous 12 month period. The average sales price was £1,095,718.

#### Transactions by price band over the last 12 months



#### Percentage of sales by property type over last 12 months

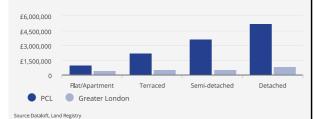








#### Average prices over last 12 months



THE LAST 3 MONTHS, TOP 3 TRANSACTIONS



£37m

PHILLIMORE GARDENS W8

£18.5m

KNIGHTSBRIDGE SW1X

£15.5m

HANS PLACE SW1X

#### HOUSE PRICE GROWTH OVER 1 YEAR AND 5 YEARS



5

⊦6%

+63%

STREET WITH MOST TRANSACTIONS IN LAST 3 MONTHS

JOHN ISLIP STREET, SW1P

CONTACT

Sales 020 7590 9955 Lettings 020 7479 1999 We'd love to hear from you, please contact us for any of your Mews needs!

## ONLINE ESTATE AGENCIES AND PRIVATE SALES

The American president and lawyer Abraham Lincoln once stated that 'a man who represents himself in court has a fool for a client.'

And as any property developer will tell you, other than finding a dishonest estate agent willing to defraud his client, the best way to buy a house for less than it's worth is to agree an 'off market deal' with a private seller.

It's not unusual for developers and investors to post hand-written letters to homeowners claiming to be a young family who have 'simply fallen in love with the house'. Believe me, it happens. But if you can't be bothered to do this, the next best thing is to use an online agency to get immediate and direct access to lots of naïve, unrepresented vendors relying on a property version of eBay with a helpline.

With no pesky estate agents introducing outside interest, they are free to agree a low price because the seller is 'saving agency fees'. The sellers then find themselves unprotected against last minute price chips based on spurious claims of market downturns, bad surveys and

down valuations, all things agents parry daily. If the buyer doesn't 'chip', the chances are the price agreed is so low they don't want to risk losing the bargain. This may sound far-fetched, but every agent has heard dinner party boasts of the tens of thousands of pounds a guest has cleverly saved on agency fees this way. Surprisingly cutting out the estate agent is usually more important to them than the hundreds of thousand they have probably lost by doing so. You may be thinking, "Well, he would say this, he's an estate agent."

But it may surprise you to hear that we estate agents invariably use estate agents to sell our own properties. We do the job every day, so we know how important a middle-man is during negotiations. We know estate agents have databases of the best buyers relying on agents, rather than portals, to notify them of properties coming to the market in specific locations. Also, there's greater accountability; if you get it badly wrong, you can't exactly sue yourself.

A good example of getting it right was when we sold a mews for £3.4m. It had been stuck on the market for six months with another agent asking £2.6m who, after 40 viewings,

advised the owner to accept £2.1m. Within a week we found a buyer, who owned a nearby house worth in excess of £40m.

He wasn't looking to buy however when we informed him he could garage his cars and house his staff in a mews house close by, he entered into best and final bids. As our negotiations achieved our client £1.3m more, he was delighted to pay our fee of £85,000 plus VAT Admittedly, the previous agent's advice was based on the feedback they received, but they hadn't considered the possibility of finding two special buyers willing to pay a special price. This scenario would never have happened had the seller used an online agency, as they wouldn't have had access to the wealthy local buyer.

Online agents will always be attractive to people who think cheap is good. But, unless you want to become one of Lincoln's fools, employing a good estate agent to represent you will always be the best way to sell your property for the best price.

#### CITYA.M.

James Robinson

General Manager

We are delighted to announce that on one of London's hottest June night's Lurot Brand Won an 8.5 mile River Thames Charity rowing race for the fantastic cause AHOY.

This charity helps under privileged and disabled inner-city children learn new skills and build much needed structure into their lives through the



medium of sailing and rowing on the River Thames. A big and special thank you from Lurot Brand and AHOY to all those who helped us reach our sponsorship target.





#### **HOLLAND PARK MEWS**

£3,250,000

A three storey house located in Grade II listed Holland Park Mews. The house has two bedrooms with ensuite bathrooms and good ceiling heights. The living space is some of the best a mews house can offer and this is one of the very few which benefits from a permitted roof terrace. The quality of the fixtures and fittings are very high.

2 Bedrooms, I Reception Room, 2 bathrooms, Roof Terrace, Balcony, Garage, Freehold.

















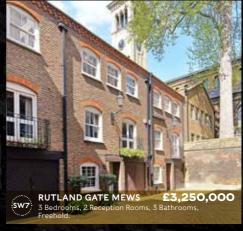


































3 Bedrooms, I Reception Room, 2 Bathrooms, Freehold.





















































### SW4 ABBERLEY MEWS

A stunning collection of eight properties situated in this sought after gated mews development close to the much sought after Clapham Old Town and Common itself. Comprising of three, two bedroom flats, four town-houses and a fabulous one bedroom mews house. This secure development has been finished to an exacting standard throughout with particular attention to detail having been paid throughout to modern living. Additional benefits include allocated parking to the houses and IO Year Build-Zone Warranty.

5 Abberley Mews, SW4

3 Abberley Mews, SW4

2 Abberley Mews, SW4

6 Abberley Mews, SW4

Flat 2, I Abberley Mews SW4

£1,100,000

£835,000

£795,000

£600,000

£550,000















### Also available...

Powis Mews, WII         £9,250,000         3 Bed           Belgrave Mews West, SWI         £6,950,000         5 Bed           Lyall Mews, SWI         £7,395,000         4 Bed           Oldbury Place, WIU         £6,950,000         3 Bed           Ennismore Mews, SW7         £6,500,000         3 Bed           Wilton Mews, SWI         £5,350,000         3 Bed           Pavilion Road, SWI         £4,950,000         3 Bed           Ennismore Mews, SW7         £4,950,000         3 Bed           Ladbroke Grove, WII         £4,800,000         4 Bed           Redcliffe Road, SWIO         £4,250,000         3 Bed           Eaton Mews North, SWI         £4,000,000         3 Bed           Onslow Mews West, SW7         £4,000,000         3 Bed           Eaton Mews South, SWIIW         £3,800,000         3 Bed           Palace Gardens Terrace, W8         £3,950,000         3 Bed           Craven Hill Mews, W2         £3,750,000         3 Bed           Kinnerton Street, SWI         £3,800,000         4 Bed           Kinnerton Street, SWI         £3,500,000         3 Bed           Lancaster Mews, W2         £3,500,000         3 Bed           Kensington Church Walk, W8         £3,250,000         3 Bed	Wilton Mews, SWI	£28,000,000	6 Bed
Lyall Mews, SWI         £7,395,000         4 Bed           Oldbury Place, WIU         £6,950,000         4 Bed           Ennismore Mews, SW7         £6,500,000         3 Bed           Wilton Mews, SWI         £5,350,000         3 Bed           Pavilion Road, SWI         £5,250,000         1 Bed           Ennismore Mews, SW7         £4,950,000         3 Bed           Ladbroke Grove, WII         £4,800,000         4 Bed           Redcliffe Road, SWIO         £4,250,000         3 Bed           Eaton Mews North, SWI         £4,100,000         3 Bed           Onslow Mews West, SW7         £4,000,000         3 Bed           Eaton Mews South, SWIW         £3,800,000         3 Bed           Craven Hill Mews, W2         £3,800,000         3 Bed           Craven Hill Mews, W2         £3,800,000         3 Bed           Kinnerton Street, SWI         £3,700,000         3 Bed           Albert Terrace Mews, NWI         £3,500,000         3 Bed           Kensington Church Walk, W8         £3,500,000         3 Bed           Clabon Mews, W2         £3,475,000         3 Bed           Clabon Mews, SWIX         £3,250,000         3 Bed           Clabon Mews, W2         £3,050,000         3 Bed <t< td=""><td>Powis Mews, WII</td><td>£9,250,000</td><td>3 Bed</td></t<>	Powis Mews, WII	£9,250,000	3 Bed
Oldbury Place, WIU         £6,950,000         4 Bed           Ennismore Mews, SW7         £6,500,000         3 Bed           Wilton Mews, SWI         £5,350,000         3 Bed           Pavilion Road, SWI         £5,250,000         1 Bed           Ennismore Mews, SW7         £4,950,000         3 Bed           Ladbroke Grove, WII         £4,800,000         4 Bed           Redcliffe Road, SWIO         £4,250,000         3 Bed           Eaton Mews North, SWI         £4,100,000         3 Bed           Onslow Mews West, SW7         £4,000,000         3 Bed           Eaton Mews South, SWIW         £3,800,000         3 Bed           Craven Hill Mews, W2         £3,800,000         3 Bed           Craven Hill Mews, W2         £3,800,000         3 Bed           Kinnerton Street, SWI         £3,700,000         3 Bed           Albert Terrace Mews, NVI         £3,500,000         3 Bed           Redfield Lane, SW5         £3,500,000         3 Bed           Lancaster Mews, W2         £3,475,000         3 Bed           Kensington Church Walk, W8         £3,350,000         3 Bed           Clabon Mews, SWIX         £3,350,000         3 Bed           Devonshire Place Mews, WIG         £2,999,995         2 Bed	Belgrave Mews West, SWI	£6,950,000	5 Bed
Ennismore Mews, SW7  E6,500,000 3 Bed Wilton Mews, SWI E5,350,000 3 Bed Pavillion Road, SWI E5,250,000 1 Bed Ennismore Mews, SW7 E4,950,000 3 Bed Redcliffe Road, SWIO E4,800,000 4 Bed Eaton Mews North, SWI E4,100,000 3 Bed Conslow Mews West, SW7 E4,000,000 3 Bed Eaton Mews South, SWIW E3,800,000 3 Bed Eaton Mews South, SWIW E3,800,000 3 Bed Craven Hill Mews, W2 E3,800,000 4 Bed Craven Hill Mews, W2 E3,800,000 4 Bed Redfield Lane, SW5 E3,750,000 3 Bed Redfield Lane, SW5 E3,500,000 3 Bed Clabon Mews, W2 E3,475,000 3 Bed Clabon Mews, W2 E3,350,000 3 Bed Clabon Mews, SWIX E3,250,000 3 Bed Clabon Mews, W2 E3,350,000 3 Bed Clabon Mews, SWIX E3,250,000 3 Bed Clabon Mews, W2 E3,650,000 3 Bed Clabon Mews, W2 E2,6550,000 3 Bed Clifton Hill, NW8 E2,6550,000 3 Bed Northwick Close, NW8 C1,650,000 3 Bed Daleham Mews, NW3 E2,650,000 3 Bed Daleham Mews, NW3	Lyall Mews, SWI	£7,395,000	4 Bed
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Eaton Mews South, SWIW  Palace Gardens Terrace, W8  E3,800,000  Bed  Craven Hill Mews, W2  E3,800,000  Bed  Craven Hill Mews, W2  E3,750,000  Bed  Kinnerton Street, SWI  E3,700,000  Bed  Kinnerton Street, SWI  E3,500,000  Bed  Redfield Lane, SW5  E3,500,000  Bed  Redfield Lane, SW5  E3,500,000  Bed  Kensington Church Walk, W8  Clabon Mews, SWIX  E3,250,000  Bed  Clabon Mews, SWIX  E3,250,000  Bed  Clifton Hill, NW8  E2,695,000  Bed  Clifton Hill, NW8  E2,650,000  Bed  Northwick Close, NW8  C1,650,000  Bed  Onslow Mews West, SW7  E2,650,000  Bed  Daleham Mews, NW3	Eaton Mews North, SWI	£4,100,000	3 Bed
Palace Gardens Terrace, W8       £3,950,000       3 Bed         Craven Hill Mews, W2       £3,800,000       4 Bed         Leinster Mews, W2       £3,750,000       3 Bed         Kinnerton Street, SWI       £3,700,000       3 Bed         Albert Terrace Mews, NWI       £3,500,000       4 bed         Redfield Lane, SW5       £3,500,000       3 Bed         Lancaster Mews, W2       £3,475,000       3 bed         Kensington Church Walk, W8       £3,350,000       3 Bed         Clabon Mews, SWIX       £3,250,000       1 Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Onslow Mews West, SW7	£4,000,000	3 Bed
Craven Hill Mews, W2       £3,800,000       4 Bed         Leinster Mews, W2       £3,750,000       3 Bed         Kinnerton Street, SWI       £3,700,000       3 Bed         Albert Terrace Mews, NWI       £3,500,000       4 bed         Redfield Lane, SW5       £3,500,000       3 Bed         Lancaster Mews, W2       £3,475,000       3 bed         Kensington Church Walk, W8       £3,350,000       3 Bed         Clabon Mews, SWIX       £3,250,000       1 Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,650,000       4 Bed	Eaton Mews South, SWIW	£3,800,000	3 Bed
Leinster Mews, W2  £3,750,000  3 Bed  Kinnerton Street, SWI  £3,700,000  3 Bed  Albert Terrace Mews, NWI  £3,500,000  3 Bed  Redfield Lane, SW5  £3,500,000  3 Bed  Lancaster Mews, W2  £3,475,000  3 Bed  Kensington Church Walk, W8  £3,350,000  3 Bed  Clabon Mews, SWIX  £3,250,000  1 Bed  Fulton Mews, W2  £3,050,000  3 Bed  Devonshire Place Mews, WIG  £2,999,995  2 Bed  Clifton Hill, NW8  £2,695,000  3 Bed  Northwick Close, NW8  £2,650,000  3 Bed  Onslow Mews West, SW7  £2,650,000  3 Bed  Daleham Mews, NW3	Palace Gardens Terrace, W8	£3,950,000	3 Bed
Kinnerton Street, SWI       £3,700,000       3 Bed         Albert Terrace Mews, NWI       £3,500,000       4 bed         Redfield Lane, SW5       £3,500,000       3 Bed         Lancaster Mews, W2       £3,475,000       3 bed         Kensington Church Walk, W8       £3,350,000       3 Bed         Clabon Mews, SWIX       £3,250,000       1 Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Craven Hill Mews, W2	£3,800,000	4 Bed
Albert Terrace Mews, NWI £3,500,000 4 bed Redfield Lane, SW5 £3,500,000 3 Bed Lancaster Mews, W2 £3,475,000 3bed Kensington Church Walk, W8 £3,350,000 1 Bed Clabon Mews, SWIX £3,250,000 1 Bed Fulton Mews, W2 £3,050,000 3 Bed Devonshire Place Mews, WIG £2,999,995 2 Bed Clifton Hill, NW8 £2,695,000 3 Bed Logan Mews, W8 £2,650,000 4 Bed Northwick Close, NW8 £2,650,000 3 Bed Onslow Mews West, SW7 £2,650,000 3 Bed Daleham Mews, NW3 £2,6600,000 4 Bed	Leinster Mews, W2	£3,750,000	3 Bed
Redfield Lane, SW5       £3,500,000       3 Bed         Lancaster Mews, W2       £3,475,000       3 bed         Kensington Church Walk, W8       £3,350,000       3 Bed         Clabon Mews, SWIX       £3,250,000       1 Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Kinnerton Street, SWI	£3,700,000	3 Bed
Lancaster Mews, W2       £3,475,000       3 bed         Kensington Church Walk, W8       £3,350,000       3 Bed         Clabon Mews, SWIX       £3,250,000       I Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Albert Terrace Mews, NWI	£3,500,000	4 bed
Kensington Church Walk, W8       £3,350,000       3 Bed         Clabon Mews, SWIX       £3,250,000       1 Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Redfield Lane, SW5	£3,500,000	3 Bed
Clabon Mews, SWIX       £3,250,000       I Bed         Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Lancaster Mews, W2	£3,475,000	3bed
Fulton Mews, W2       £3,050,000       3 Bed         Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Kensington Church Walk, W8	£3,350,000	3 Bed
Devonshire Place Mews, WIG       £2,999,995       2 Bed         Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Clabon Mews, SWIX	£3,250,000	l Bed
Clifton Hill, NW8       £2,695,000       3 Bed         Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Fulton Mews, W2	£3,050,000	3 Bed
Logan Mews, W8       £2,650,000       4 Bed         Northwick Close, NW8       £2,650,000       3 Bed         Onslow Mews West, SW7       £2,650,000       3 Bed         Daleham Mews, NW3       £2,600,000       4 Bed	Devonshire Place Mews, WIG	£2,999,995	2 Bed
Northwick Close, NW8         £2,650,000         3 Bed           Onslow Mews West, SW7         £2,650,000         3 Bed           Daleham Mews, NW3         £2,600,000         4 Bed	Clifton Hill, NW8	£2,695,000	3 Bed
Onslow Mews West, SW7         £2,650,000         3 Bed           Daleham Mews, NW3         £2,600,000         4 Bed	Logan Mews, W8	£2,650,000	4 Bed
Daleham Mews, NW3 <b>£2,600,000</b> 4 Bed	Northwick Close, NW8	£2,650,000	3 Bed
	Onslow Mews West, SW7	£2,650,000	3 Bed
Lancaster Mews, W2 <b>£2,250,000</b> 3 Bed	Daleham Mews, NW3	£2,600,000	4 Bed
	Lancaster Mews, W2	£2,250,000	3 Bed

Hillgate Place, W8	£2,250,000	3 Bed
Whittebury Mews East, NWI	£2,100,000	3 bed
Carmel Court, W8	£1,950,000	3 Bed
Brook Mews North, W2	£1,850,000	3 Bed
Opal Mews, NW6	£1,850,000	3 Bed
Talbot Square, W2	£1,850,000	3 Bed
Robert Close, W9	£1,795,000	3 Bed
Cresswell Place, SWIO	£1,795,000	2 Bed
Lancaster Mews, W2	£1,750,000	3 Bed
Elnathan Mews, W9	£1,750,000	3 Bed
Sunny Mews, NWI	£1,700,000	3 Bed
Murray Mews, NWI	£1,550,000	5 bed
Gloucester Mews West, W2	£1,499,950	2 Bed
Archery Close, W2	£1,495,000	2 Bed
Devonshire Close, WIG	£1,425,000	2 Bed
Wavel Mews, NW6	£1,400,000	2 Bed
Conduit Passage, W2	£1,300,000	2 Bed
Brook Mews North, W2	£1,299,995	2 Bed
Stanhope Mews South, SW7	£1,275,000	l Bed
Andover Place, NW6	£1,250,000	3 Bed
Andover Place, NW6	£1,225,000	3 Bed
Russell Gardens Mews, WI4	£1,200,000	2 Bed
Elgin Mews North, W9	£1,100,000	3 Bed
Bravington Mews, W9	£1,095,000	3 Bed
Abinger Mews, W9	£975,000	4 Bed
Bergholt Mews, NWI	£975,000	5 Bed
Shirland Mews, W9	£950,000	4 Bed
Warwick Square Mews, SWI	£830,000	2 Bed
Maple Mews, NW6	£800,000	3 Bed
Watson Mews, WIH	£725,000	I Bed

## MEWS HOUSES BUCKING THE RENTAL TREND

Election woes and Brexit fears have without question effected the international job market so we find ourselves letting more frequently to Londoners than to the large number of new comers we were used to.

These savvy Prime Central London renters are searching for and finding slicker, bigger and better located properties for their money and once they have found something they like we are negotiating longer term tenancies.

These Londoners may well be of any nationality however, by definition, are already living here. Many have discovered mews since they moved to London and are choosing to terminate their flat leases for the multiple benefits that mews houses offer them.

In the wake of the Stamp Duty rises sellers have been reluctant to drop their sale prices preferring to let or 'park' the property for the next 2-3 years. Given that a

number of institutions like Barclays Bank are estimating between 30 to 40% growth in PCL over the next five years they are probably wise to do so. Fortuitously Mews houses always fair better than similarly priced flats in times of oversupply as, amongst the sea of magnolia painted two and three bedroom rental flats, mews houses always have greater market appeal by virtue of distinction – simply put mews rental investments provide a more 'stable' rental income.

#### So why choose Lurot Brand, rather than an international agent, to market your Mews?

The internet makes all of us international agents and international applicants know to contact a London office if they want to let or buy in London.

At Lurot Brand we believe in the holy trinity of speed of let, length of tenancy and covenant of tenant. Of course the price achieved is extremely important however, because of the choice available today, holding out for the rent achieved in the past may result in protracted voids and/ or tenants who, when realising they are overpaying, give notice at the first break clause. To avoid these situations we give evidenced advice and not opinions to our clients. Our mews tenants already know they want a mews house, yes we register flat tenants too, but they are rarely willing to pay the premium we achieve for mews. Mews are a little like Marmite. they are a love or hate type of property which not everybody gets. So having the largest number of Mews applicants registered, and the most Mews houses to let to them, we are able to set tenants who love them bidding against each other for the week's best in class. For these reason alone we are the logical choice for Mews owners and when the market changes we know the best strategies to protect and improve our clients income.



ynsey Schipper Head of Lettings

#### **ACHIEVING ASKING PRICE**

- Over the last I2 months, at Lurot Brand, we have let 55% of our rental properties for the asking price or more, whereas our competitors have averaged just 5% of theirs.
- Our longest term Tenancies, those between
   7 years and I7 years long, are all managed by
   The Lurot Brand Property Management Department.
- For these reasons, and that the cheapest estate agent is always the one who gets you the most money, can you afford not to let and manage your mews house through Lurot Brand?

Other Agents 5%





#### **GARDEN MEWS**

£1,725 Per Week

Enjoy life in Notting Hill from this incredible mews house. Original stable doors are just one of many charming character features throughout. High ceilings and a wonderful eat in kitchen create the perfect family atmosphere.

3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Furnished/Unfurnished.

















An exceptionally stylish house nestled away on this highly sought after street. The cottage benefits from three parking spaces and a large west facing

3 Bedrooms, I Reception Room, 2 Bathrooms, House, Mews, Roof Terrace, Balcony, Garage, Unfurnished.









A superb duplex penthouse apartment forming the upper floors of a modern mews conversion. The apartment is a fabulous example of a contemporary mews Development!

3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Roof Terrace, Lift,

































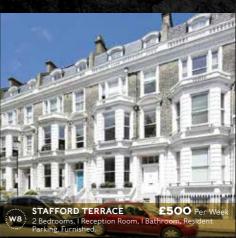












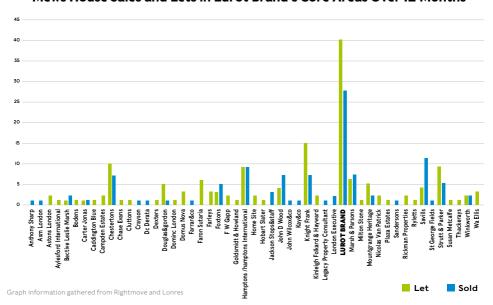






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#### Mews House Sales and Lets in Lurot Brand's Core Areas Over 12 Months



#### MEET THE TEAM



Sofia Gilbert



Michael Brisby Sales Manager



Antony Pears Client Manager



Marion Lloyd Malcolm Head of Sales



Antoine Lurot Chairman



James Robinson General Manager



Melissa Ste Company Secretary



Compliance Manager



Tiburcio Sanz Property Manager



Freddie Russell Flint Sales Negotiator



Charlotte Embley Sales Negotiator



Julia Arwas Lettings Renewals



Toby Morgan Grenville Emma Power Will Sheppard Jennifer Ibbott Lettings Negotiator Lettings Negotiator Lettings Negotiator Lettings Negotiator Toby Morgan Grenville







Lynsey Schipper Head of Lettings



Deborah Battsek PR Consultant



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