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



NEWSLETTER, MARCH 2017

We have an action-packed newsletter this month. We share our insights before Theresa May triggers Article 50 on March 29. Christine McVie from Fleetwood Mac talks about her love of London. And James Bailey launches our London investment guide for entrepreneurs, landlords and those with a passion for property.



LATEST NEWS



MEET THE NEIGHBOURS: CHRISTINE MCVIE, FLEETWOOD MAC

Christine McVie and Lindsey Buckingham are releasing a duet album this summer. In a rare interview, Christine, the legendary Fleetwood Mac singer songwriter and keyboardist talks to us about her inspirations, early years in the music business and three things she would take if stranded on a desert island. [Read the interview here.](#)

PASSION FOR PROPERTY? READ OUR NEW LONDON

How do you choose the perfect investment property? Is it a matter of buying at the right price, in the right location and at the right time, or are there other key principles? Discover the secrets in the new Henry & James London investment guide. Ideal for entrepreneurs, beginners and those with a passion for property. [Read our guide here.](#)



INVESTMENT GUIDE



SPRING MARKET WATCH: PRICES, PROPERTIES AND PREDICTIONS

There is a definite upturn in the market. It may be the Trump effect or just the fact that the UK is being viewed as a solid place to invest. Either way, the London housing market is entering a new chapter. That is the view of James Bailey, Chief Executive of Henry & James. “There will be a collective sigh of relief when Theresa May triggers Article 50 on March 29,” explains James. “It will put much of the uncertainty behind us, opening a new chapter in Britain’s history. We have spoken to many of our clients, who see the UK as a safe haven as Britain comes out of the European Union. Already, we are noticing Eastern European, Middle Eastern and British buyers returning to the market with greater gusto. I predict that this will continue over the coming months.”



FAMILY MATTERS: EVERYTHING YOU SHOULD KNOW ABOUT PROBATE PROPERTY

Probate properties used to make some buyers slightly twitchy. They envisaged dilapidated houses that had been lived in for years by Miss Havisham. Yet in 2017, that kind of thinking is becoming old-fashioned. In fact, probate properties, which form a significant part of the London property market, can make excellent purchases – provided buyers take a few important principles into consideration. [Read more.](#)



THE HOME THAT TIME FORGOT: £14.5M GEORGIAN GEM SELLS IN THE WEST END

“Portland Place stood empty for years with its perfect proportions and glass atrium above the sweeping staircase, but now a new owner will breathe life into this beautiful building,” says James Bailey, Chief Executive of Henry & James. “We are delighted that we have just sold this Grade-II* Listed property. There was a phenomenal amount of interest from the US, the Far East, China and the UK. The Georgian gem in the heart of the West End comes with a lease of more than 900 years.”



LIGHTS, CAMERA, ACTION: THE CITY'S SECRET GARDEN SQUARES REVEALED

As spring begins to unfurl, we take a look at some of London’s loveliest leafy secrets. Garden squares are among the most sought-after addresses in the capital. Homes to lords, ladies, politicians and celebrities over the years, the capital’s squares retain their enormous appeal. The white stucco town houses are adorned with pillars, parapets and balconies. They were also the fictional homes of “M” played by Dame Judi Dench in Skyfall and Lady Rosamund from Downton Abbey. Read our pick of the best homes for sale or to rent in Belgravia, Kensington & Chelsea. [Read more.](#)



HEALTH CHECK: EVERY HOME SHOULD HAVE ONE

“Now is the time to give your home a health check. Many people will turn off their heating and forget about it over the summer months. But enter the colder weather in autumn and your boiler might cough, splutter and grind to a halt around September,” says Matt Scott, Senior Property Manager at Henry & James. “My advice is to give your boiler a spring health check, when engineers and essential parts are available at this time of year. And while you are checking the heating, check your gutters are clear and the roof is in good condition, too. After the biblical storms of 2016, London plain trees dropped their feathery seeds and leaves. A few minutes spent now on your home’s health, will save time and money later.”



FIRST IMPRESSIONS: CONFESSIONS OF AN ESTATE AGENT

“How many times should you view a property? Some people will make up their minds in minutes, while others will visit a property three or more times before making their final decision,” says Charles Sheldon, Senior Sales Negotiator of Henry & James. In my view, agents should be flexible to help with this important decision. When we were marketing a six-floor property recently, the buyer’s flight was delayed, then delayed again. It was like a scene from Laurel and Hardy, where we were turning the property’s lights on and off in anticipation. Eventually, the buyer viewed the pretty Chelsea town house and is very interested in the property. The moral of the story: always go the extra mile.”

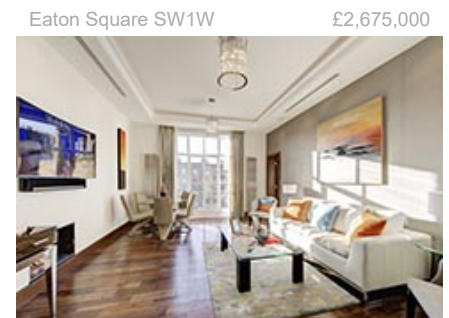
FEATURED PROPERTIES

SEARCH FOR PROPERTIES

 List view

 Thumb view

 Map view



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