

## MARKET COMMENT

by **GUY FISHER**  
SALES NEGOTIATOR

Most predictions suggest that 2017 will be a challenging year for the property market. Article 50, reforms to stamp duty including buying a second home or investment property, changes to tax relief on buy-to-let mortgages and the various taxes imposed on Non-Dom buyers have all played their part in calming the property market. We focus on the mid to upper property market in north, north-west and central London and international buyers are making way for the return of domestic buyers.

For a while, we've advised our selling clients to be realistic with guide prices to enable a smooth transaction. This advice has resulted in success with Arlington Residential achieving the right result. Such an example is the marketing of a new development of Mews houses in Primrose Hill.

"After several months of marketing with price-happy local agents, we were instructed and found buyers for 4 of the 5 houses.

We have one left!"

The last remaining house within this gated, newly built development is a 2 bedroom unit with secure underground parking. The guide price is now £995,000, for a 999 year lease.



**"Our selling clients to be realistic with guide prices to enable a smooth transaction"**

**ARLINGTON RESIDENTIAL**  
St Johns Wood, 020 7722 3322  
[arlingtonresidential.com](http://arlingtonresidential.com)



New Build

### LOCK HOUSE, OVAL ROAD

NW1, **£2,250,000**

An exciting opportunity to acquire an exceptional flat in a modern, portered block in the heart of Camden. Two flats knocked into one, this flat provides something truly unique. The five-bedroom lateral flat is architecturally designed also has a large 70 foot terrace, underground parking and use of a gym.

**KNIGHT FRANK**

Belsize Park, 020 8022 5463;  
[knightfrank.co.uk](http://knightfrank.co.uk)

Feature Property

### ABERCORN PLACE

NW8, **£1,500,000**

A superb three bedroom, two bathroom apartment, redesigned and refurbished to now offer extremely well proportioned accommodation including a fantastic open plan living, dining, kitchen area. Abercorn Place is within easy access to St John's Wood station and the excellent shopping facilities, cafes and restaurants of St John's Wood

**KFH**

St Johns Wood, 020 3792 4541;  
[kfh.co.uk](http://kfh.co.uk)

## EXPERT ADVICE



by **BEN PAPANTONIOU**  
HAMPSTEAD MANAGER

We've had a very positive couple of months here in Hampstead, despite the cooler weather, rental demand remains strong and we've had some good new instructions too, particularly with one bedroom apartments. Smaller homes are letting quicker here and demand has also picked up for family homes. We have had quite a few high end properties priced at over £1,000 per week which are mainly letting to corporate tenants relocating from the US, China and Japan.

Applicants are now making offers at full asking rental, whereas last year they were negotiating harder. Generally, there are fewer rental properties on the market at the moment so, with greater competition for the best homes, we are finding that tenants are keen to secure their chosen property and not risk losing it to another applicant.

**BENHAM & REEVES**  
**RESIDENTIAL LETTINGS**  
Hampstead, 020 7435 9681;  
[brlets.co.uk](http://brlets.co.uk)

Feature Property

### ST. PANCRAS CHAMBERS

NW1, **£4,950,000**

An impressive triplex penthouse apartment spanning approximately 3,077 sq.ft in this magnificent grade I listed development, forming part of the restoration of St Pancras Chambers. The property retains its original period features whilst also offering an extremely high contemporary finish.

**KNIGHT FRANK**

Kings Cross, 020 8033 9667;  
[knightfrank.com](http://knightfrank.com)

