

IN THEIR OWN
WORDS

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At the age of 15 I took a summer holiday job as an office junior for a property company in the West End with the intention of going back to school four weeks later. The return to school never materialised. The appeal of not doing exams and earning money working in the heart of London was too strong. Six months as an office junior led to me working in a residential agency office and then to a West End firm of agents for a six year spell. At the end of 1993, having just resigned from that secure job at a leading firm of West end agents, I opened the doors to Arlington Residential.

For the first few days I sat in a large empty office with a single desk, contemplating my decision. Then the phones began to ring with past contacts having located me and quickly thereafter my firm exchanged contracts on one of its most memorable sales – its first one.

That was twenty years ago. I would like to think that since that time my firm has established itself as a reputable and well-regarded company. We have forged and nurtured relationships that have been, and I am sure will continue to be, long-lasting and mutually beneficial.

I do not take all the credit for this. I am fortunate to have a loyal and dedicated team working in my office and each member has

contributed to our success. That once empty office is now a thriving, busy and productive work place which has been responsible for many notable transactions in St John's Wood, Regent's Park and Primrose Hill.

We have seen significant changes recently. Over 60% of our sales last year were to overseas buyers, with St John's Wood and in particular Regent's Park now as credible and as coveted by international buyers as Mayfair and Belgravia. We have seen the multiple construction in St John's Wood of super mansions with double level basements incorporating all the leisure facilities on offer at the best health clubs and spas and we have seen prices achieved that exceed £3,000 per sq ft.

Twenty years ago we were selling four bedroom period houses in St John's Wood for £1.25 million. The same houses we are now selling for close to £6 million. We work closely with Harley House in Marylebone, a beautiful Edwardian block where flats which were changing hands at around £800,000 are now selling for £4 million plus. The same growth in capital values in the next 20 years would equate to four bedroom flats in Marylebone's most desirable building achieving £20 million and four bedroom period houses in St John's Wood selling at £25 million. Surely not!

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