



Dominic Wertheimer
Lornham Silver

Distinguished individual

FIRM SIZE *UK*

FOCUS *Private office and residential property*

'Our reputation is purely driven through our clients and, having not lost a client in 10 years, we are proud of what we have achieved from very humble beginnings,' says Dominic Wertheimer. Having been in the industry for almost 20 years, he was one of the first agents to identify a market desire for a property management and private office service offering.

After graduating, he spent three years in St John's Wood as an estate agent before moving to a multiple family office in Mayfair, looking after Middle Eastern clients. This was followed by a successful start-up venture with a property developer in central London.

In 2012, he founded Lornham, in order to offer a high end property management service both to home -owners and investors in London. The firm is split into two parts: property and private office. The property department is focused on acquisition, block management, AST management and concierge. The private office 'looks after the day to day needs of overseas HNW clients in order that they have representation on the ground 24/7 in the UK,' he says. This can involve anything from hotel reservations, purchasing watches or meeting associates on behalf of a client.

Wertheimer is known for his discretion – but also a tenacity to create solutions for clients, however tricky they may appear, given the demands.

It's particularly important »

« given the restrictions that Coronavirus is placing on clients, even in the HNW community, where travel may be restricted.

'Therefore we see our property concierge service as invaluable to those overseas homeowners who need a person of trust here in London,' he says. It's been a busy year for the firm, with the most pivotal moment coming when they were appointed to acquire a £15m penthouse on behalf of a young entrepreneur.

Other recent deals it has successfully undertaken have included securing the block management for the luxury Henry Moore Court building in Chelsea, and taking on a sizeable investment portfolio for a Hong Kong-based family. 'This is a classic client case whereby the client had 11 properties spread all over London, and now they have one point of contact within Lornham who centralises everything for them,' he reports.