

Lornham Newsletter

January 2020

Welcome to 2020 and let us hope that the recent political stability in the UK will provide a stable platform for the property market and wider business environment to grow once again. As we enter the new year there is a sense of excitement which brings a renewed confidence within London that has been notoriously absent in recent years.

The estate agents have released their market predictions for 2020 and it is noticeable that all foresee positive growth with the Prime Central London areas (Belgravia, Knightsbridge & Mayfair) predicted to have the strongest returns. Since the convincing election result here in December we have received mandates to acquire further property particularly from overseas investors who see the security and long term growth that London continues to offer.

Having taken on an additional member of staff in 2019 we were delighted that our Block Management Service has seen continued growth. The variety of block management mandates is what makes this business so interesting. We have been appointed on a beautiful stucco fronted building in St. George's Square and signed terms on a luxury building in Knightsbridge just a stone's throw from Harrods.

Our travelling to meet clients and intermediaries continues with Dominic heading to Dubai in February. If you would like to meet to discuss any property related matters then please do contact us.

Finally, I would like to wish you all the best for a prosperous 2020.



Dominic J Wertheimer

Lornham Founder
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Lornham Included In The

SPEARS 500 2020

Spears is considered as the Michelin Guide for Private Client advisors and includes wealth managers, private bankers, lawyers and property professionals. Lornham have been included in the Spears 500 for 2020 with Dominic awarded 'Distinguished Individual' and Rupert 'Best of Breed'.

Dominic commented:

'I have always regarded Spears as the industry benchmark for peers in the private client industry and am therefore humbled and grateful for this recognition. I look forward to working even harder for my clients as 2020 is shaping up to be an exciting year for the business'



Lornham Awarded ARMA Membership

Lornham is delighted to have been awarded membership of the Association of Residential Managing Agents (ARMA). This is testament to the hard work and systems that Lornham has invested in since inception. Industry accreditation is vital in any market but especially for Block Management where the values are high which and the residents need for trust in their managing agents is paramount.

What is Property Concierge?

Lornham was founded almost 10 years ago when an UHN client gave Dominic the keys and asked him to look after his recently purchased luxury home. The client then headed overseas and Dominic didn't see him again for 6 months so instead liaised with the client's lawyer. Since then the business has seen strong demand for property concierge as overseas homeowners have acquired property in London and require a highly personalised and professional management service to look after their home.

Often the call will come from a property lawyer or private banker by way of a referral. The intermediary explains how their client is in the process of acquiring a home and needs some help on the ground with the set up and management. The initial set up can vary according to the property. If a new build then we work with the developer to ensure all snagging is complete but if a period property then we may be engaging with an interior design team for full renovations.

Lornham takes care of setting up all the utility bills and ensuring these are in the correct names. Each client has their own dedicated client account so we can manage all the bills. For apartments we liaise with the block manager and ensure the service charge is paid and will also arrange adequate insurance for the property.

As clients use their homes on an infrequent basis we carry out regular inspections to check for leaks and maintain security. Post is checked and dealt with as appropriate. Housekeeping is arranged to maintain the property to a high standard ready for immediate occupation. Lornham hold a set of keys which can be useful when an owner flies in having forgotten their keys or should they require us to welcome a guest in their home.

In summary our service is designed to give homeowners peace of mind that their asset has 24 hour care and is functioning for whenever they may choose to use it. If you would like to hear more about this service either for yourself or a client then please do contact Dominic who can explain more.



Lornham director Dominic Wertheimer will be visiting Dubai on the **9th to 16 February**



Property Acquisition
Property Management

To book a meeting, please contact Dominic:
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