



Rupert Wertheimer

Lornham

Best of breed

FIRM SIZE *Boutique*

FOCUS *Property management*

Lornham has enjoyed a ‘superb’ year, according to Rupert Wertheimer, who heads the property management part of the business.

‘We have taken on a substantial amount of new clients, particularly both property management (for landlords) and block management mandates,’ he tells *Spear’s*. ‘Among the new clients we took on, we >>

<< secured block management mandates on two luxury developments in Chelsea.’

was founded by Dominic Wertherimer in 2012 to bridge the gap between family offices, private banks, trust companies and mutual clients. The result is a firm that manages to offer both expertise and flexibility to its HNW clientele. The two distinct parts of the business (property and private office) work in tandem, complimenting each other for an all-encompassing and personal service.

The property department covers property management, acquisition, block management and property concierge, while the private office offers ‘a bespoke selection of services to clients who require someone on the ground in London.’

Bringing a considerable expertise in both project management and the London property market, Rupert Wertheimer cut his teeth as a letting agent in Richmond before progressing into Kensington and Chelsea. ‘Just over 10 years ago I realised my calling was in property management,’ he muses.

‘Several years ago a client, the chairman of a FTSE 100 property company, turned around to me and said to me: “well, of course, you’re the expert here...”; I was rather taken aback, given his position and the fact that I was still in my early 30s.’

In addition, he also has extensive project management experience, handling both small individual projects and large scale projects involving multiple party interests.

He’s recently noticed a trend in residential properties becoming more technical, resulting in much higher expectations from home-owners. Fortunately, it’s yielding benefits for Lornham, as he explains to *Spear’s*: ‘Lornham is attracting clients (both developers and home-owners) who appreciate that we’re one of the few property companies in London who have the complete property management skillset.’

Clients are global, with Wertheimer noting that the firm works ‘a lot’ with Middle Eastern clients. ‘Often they don’t have the contacts or the knowledge to manage their property, so we deal with all of their property management issues so that they don’t have to,’ he concludes.