

The rise of the buying agent

As demand continues to outstrip supply in the fast-paced prime residential property market, buying agents are playing an increasingly pivotal role in helping people secure the perfect home at the right price



The Search Partnership

The Search Partnership secures exceptional property throughout Yorkshire and the north of England. Working with retained private clients, the company buys houses, flats, farms, sporting estates, forestry and development opportunities. Supply of high-quality stock in the north of England is always very low and The Search Partnership uses a range of proven methods to find properties. About 90% of purchases are secured off-market and, in a competitive situation, The Search Partnership client is the preferred bidder. As qualified chartered surveyors, professionalism, discretion and integrity are the cornerstones of the business, ensuring a seamless transaction.

(01423 324716; www.thesearchpartnership.co.uk)

RFR

Recognised as a market-leading property advisory firm, the husband-and-wife team at RFR has spent more than a decade finding and acquiring the finest homes in London for its impressive roster of ultra-high-net-worth private clients. With an enviable track record for representing highly sophisticated and motivated buyers, the company accesses the very best properties, typically those offered for sale discreetly off market or privately. This power couple began their careers at Macfarlanes, widely regarded as one of the world's most respected private-client law firms. This background has helped hone RFR's unique perspective to service-delivery within the buying industry.

(020-3871 5800; www.rfrproperty.com)



Aykroyd & Co



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Hannah Aykroyd is MD of Aykroyd & Co, an independent, boutique property advisory firm focusing solely on protecting the buyer's interests. 'The London market is complex and competitive, particularly in the family-house market, where a huge proportion are transacting off market,' she says. 'Having a trusted advisor with excellent connections and the ability to identify the vendor's pressure points and negotiate firmly is incredibly important.' Mrs Aykroyd has been joined by former VanHan colleague Sophie Bonsor and Edward Towers MRICS. 'Having a close-knit team of highly-qualified professionals allows us to offer a truly personal service with the utmost discretion.'

(07825 957460; ha@aykroydco.com)

Nathalie Hirst

Nathalie Hirst is one of London's leading buying agents, with 25 years' experience in the city's prime central property market. She works with an extensive network of professional contacts to assist clients in searching for the best property to either buy or rent, and her brand centres around the principles of integrity and exclusivity. Miss Hirst began her property career in 1995 and, in 2000, she joined the first buying agents specialising purely in advising potential buyers. Her property business has been immensely successful, as evidenced by her extensive list of loyal clients, along with an enviable knowledge of the prime central-London property market.

(07889 382888; nathalie@nathaliehirst.com)



Robert Bailey Property Limited

Robert Bailey Property is one of London's leading buying agencies. This team of property professionals has more than 73 years of experience in the industry overall and ample contacts to introduce buyers to top properties in prime central London. In an unregulated business, you need the best-connected team, with superlative property knowledge, to represent you. Robert Bailey has been among Spear's top-10 buying agencies for the past 10 years and has the track record to highlight its experience. The company's area of expertise is an unrivalled knowledge of what is out there and, most importantly, what can be bought on and off market that most closely reflects its clients' brief.

(020-7352 0899; www.robertbaileyproperty.com)



London Central Portfolio

Established in 1989, LCP offers a one-stop service sourcing, acquiring and managing property for investors, homebuyers and landlords. Its experienced team applies a blend of art and science to achieve the most rewarding results for private clients. Masters of the art of spotting the best on- and off-market opportunities, LCP also applies the science by providing a detailed financial appraisal of each short-listed property to ensure investment objectives are met. Its in-house project managers offer imaginative design solutions to create beautiful interiors to agreed timescales and budgets. For landlords, LCP's lettings and property-management team secures the best tenants and ensures tenancies run smoothly.

(020-7723 1733; andrew@londoncentralportfolio.com)

Colombo Hirst

With more than 20 years' experience, Colombo Hirst offers a combination of detailed local property insight, enhanced access and a tailored approach to property buying. Clients are given the competitive advantage they need to acquire their dream properties successfully. Colombo Hirst can cater to every client's individual requirements, regardless of location or budget. Buying a home is one of the most important transactions in anyone's life and it is imperative to have an experienced person you can trust to look after your interests. The company is able to provide a remote service, giving buyers the confidence to buy a property from the other side of the world, because they trust it to give honest advice.

(07730 987377; www.colombohirst.com)



Prime Portfolio

Prime Portfolio's founder and director, John Vaughan, has been buying for clients in central London since the early 1990s, which probably makes him one of the pre-eminent front runners in the ever expanding property-finding business. In recent years, the company has been recognised through awards for excellence in its field, nominated on six occasions as one of the ePrivateclient Top Residential Property Buyers, including in 2021. This knowledge and experience is backed up by an outstanding team with a deep understanding of clients' needs. Prime Portfolio is a member of NAEA, ARLA and ARMA for lettings and management and has in-house accounting for clients' investment properties.

(020-7409 0209; consultant@primeportfolio.com)

Simon English Property Search

Simon English Property Search specialises in sourcing, negotiating and acquiring residential property in London and the Home Counties. It provides an exclusive, independent, confidential, tailored service and is involved at every stage of the process. The company's ethos is 'quality, not quantity' and the service it offers encompasses everything that is involved in a property purchase, from the initial search to handing over the keys on completion. Simon English's network of contacts within the industry ensures clients are first through the door and, in many cases, through the doors of properties that are not for sale on the open market.

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