

**Super-prime lettings agent** With an unbeatable track record and 18 years' experience in the super-prime property market, *Mark Tunstall* is the agent of choice when it comes to *London's best lettings* – for landlords and tenants alike

The super-prime rental market in London is booming. With the hike in stamp duty taking its toll, many are choosing to save the money they would have spent on tax – over £1.1 million for a £10 million property, for example – and spend it on a high-end rental property, with no strings attached, instead. And when it comes to London's most luxurious lettings, no one has more expertise than independent agent Mark Tunstall.

After starting out as a trader, Mark turned his hand to property in 1999, working first at Knightsbridge agency Chesterfield, and then setting up the super-prime letting department at Savills. He struck out on his own just over three years ago, and he and his right-hand woman, Murdi van Hien, have since taken the market by storm. The boutique nature of the agency is, Mark believes, key to its success. He is the only agent to focus solely on London's super-prime lettings market, and his track

record is unrivalled. He also prides himself on the truly personal, one-to-one service he can offer, and often travels to meet clients around the world. 'It's really valuable meeting people face to face, and clients know they can pick up the phone any time of the day or night,' he says.

When at home, he is a Knightsbridge resident, but his experience and all-round market knowledge extends across the entire prime central London area, rather than being limited to one postcode, as is normally the case with departments within larger agencies.

Focusing exclusively on lettings has allowed Mark to carve out his own niche, and it also gives him the edge when it comes to local connections. He enjoys close relationships with other big hitters in the property industry with whom he is not in competition: 'Because we don't deal in sales we have the support of a lot of the leading sales experts. There's a natural fit,' he explains.

His expertise has also made him the agent of choice for ultra-prime developments such as 199 Knightsbridge and One Hyde Park. 'Renting was historically seen as the poor relation of buying, but now the quality of rentals has really improved,' he says. 'Developer stock originally built for the sales market is now becoming available to rent as the market continues to slow and developers realise they can get a good return. Whilst prime central London property typically yields 2.7%, we've been able to achieve more than 4%. People are paying premium rates to rent a premium product; long-term renting is now an attractive proposition.'

For more information, visit [www.tunstallproperty.co.uk](http://www.tunstallproperty.co.uk)

**RIGHT** Mark Tunstall and Murdi van Hien. **BELOW** A three-bedroom Knightsbridge penthouse available through Tunstall Property at £7,500 per week

