

## Opportunities Galore

Renting remains the savvy choice for many people in a challenging property market. So much so that Mark Tunstall, London's *Mr Super Prime*, has expanded into new offices with additional lettings specialists to deliver his *trusted boutique service*

There is attention to detail, and then there is forensic perfectionism in road-testing a property to ensure it meets exceptional "turn-key" standards. In preparation for tenants moving into a large house in Belgravia, Mark Tunstall recently spent nine days systematically checking every aspect of every amenity from shower thermostats to wash-basin pop-ups. "Luxury properties can have very complex heating, air-conditioning and security systems," he says. "It is important we have a thorough understanding of all the details to help people move in without a hitch."

With expectations of quality higher than ever, it is no wonder that people flock to London's Mr Super Prime for the management or rental of super-luxurious apartments and houses in the capital's most exclusive postcodes. In 2018, he was involved in almost half of all deals in prime central London above £15,000 per week, and probably all of those with rents north of £20,000 per week. With an understanding garnered from 20 years of experience in the lettings business – almost a generation's worth of on-the-ground intelligence and in-the-air zeitgeists – he has instincts honed through both blue-sky and difficult climates.

"With challenges come opportunities, for both landlords and tenants," he notes of spring 2019. "As an independent agency, working without the constant pressure of financial targets like our more corporate contemporaries, we can afford to give genuine, discreet and professional advice." There is no one who understands better that the strength of the role of the trusted advisor is the cornerstone of a happy landlord-tenant relationship. Indeed, the call for Mark's inside knowledge has prompted a move to new offices in

Brompton Cross. Extra staff, including an additional property manager, will help deliver the Rolls-Royce service his clients seek.

For landlords, for example, Mark can negotiate an advantageous "bulk buy" deal with developers to save stamp duty. "One client has just completed on a purchase of brand-new properties listed for £110million for less than £70million," he says. "And it is precisely this type of turn-key property that remains in vogue with tenants."

For tenants, the standard of residential space now available to rent has never been more impressive – and Mark's network of key contacts opens up yet more opportunities. "Although there have been fewer transactions in the sub-£6,000 per week category, there have been 20 per cent more above £7,000, and we are well positioned to do a bit of creative engineering and put together deals for landlords and tenants alike. In some instances, our clients have never even considered renting out their homes. We've been able to tempt them with the highest calibre tenants often prepared to pay two years of rent in advance."

For further information, please visit [tunstallproperty.co.uk](http://tunstallproperty.co.uk)

**Some of the super-luxurious prime central London properties available to rent through Mark Tunstall, pictured with colleagues Murdi van Hien and Karen Asante**

