

London's Mr Super Prime

Experience is all in a challenging property market. With expectations of quality higher than ever, *Mark Tunstall* continues to build his *trusted bespoke lettings service* on strong client relationships and a perfectionist approach

Mark Tunstall's boutique service knows no bounds. The London lettings specialist has just returned from one of his regular trips to Hong Kong to meet clients, some of whom he has known for almost 20 years. "One of my missions was to deliver a pair of painstakingly sourced, limited-edition Balenciaga trainers so a client could surprise his wife for her birthday. That's the sort of thing we find ourselves doing," he says. With an understanding garnered from two decades of experience in the lettings business—almost a generation's worth of on-the-ground intelligence and in-the-air zeitgeist, Mark has instincts honed through both blue-sky climates and downturns. When it comes to nurturing a happy landlord/tenant dynamic (which equates to longer tenancies), he is second to none.

High property taxes and uncertainty about Brexit means renting remains the wise choice for wealthy foreigners. This has created an opportunity for savvy investment landlords and Mark is well tuned into the booming build-to-rent market. "There is a sustained appetite for top-notch turnkey homes from wealthy tenants prepared to pay a premium," he says. "One client has capitalised on the favourable exchange rate to buy a building overlooking one of Knightsbridge's most prestigious garden squares. Plans have just been finalised for five turn-key residential flats developed specifically for rent. We were able to introduce him to architects, builders and interior designers – he brought in his own feng shui adviser – with the pedigree to deliver a first-class, finished product within six months of purchase. The properties will then be rented out for premium prices."

The stunning Chelsea house pictured here – unusually wide at almost 35ft, with fully air-conditioned, fully furnished six-bedroom accommodation over four floors, a beautifully landscaped garden and off-street parking – is a textbook example of the build-to-rent phenomenon. "The clients established a property fund, which we have been advising on since inception, specifically to buy, redevelop and then hold super-prime homes as income-generating assets. They have an enviable track record of consistently achieving the highest returns on a pounds-per-square-foot basis. They know exactly what tenants want and have honed their product to deliver that."

For further information, please visit tunstallproperty.co.uk

**CLOCKWISE
FROM RIGHT**
*Pretty orangery
and elegant
reception room
in a built-to-rent
luxury house
in Chelsea;*
Mark Tunstall

