

CONDÉ NAST

BRITAIN | PROPERTY



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Centre Stage

The Lettings Agent Par Excellence

Professional, straightforward and discreet, *Mark Tunstall* continues to build his *trusted bespoke lettings* service on strong client relationships and a perfectionist approach. The world of luxury rental property revolves around London's *Mr Super Prime*

The standard of residential space available to rent in London's most exclusive postcodes has never been more impressive. And for owners and potential residents, there is no more trusted advisor in nurturing a rewarding landlord-tenant dynamic than Mark Tunstall, London's "Mr Super Prime" himself. Activity levels increased significantly in the first quarter of the year, he reports. Clients return time and again for the perfectionist service he provides, both in ensuring a property meets exceptional turn-key standards and in advising a tenant where they might most happily settle. All achieved with discretion, integrity and the minimum of fuss.

The secret to matching a tenant to a property lies in understanding how individuals like to live. "As a firm, we

pride ourselves on getting to know our clients and tenants, and providing frank and honest advice," says Mark. An intuitive recognition of clients' needs is garnered from two decades of experience in the luxury lettings business and honed with every appointment. His above-and-beyond boutique service is the stuff of legend: on a recent visit to South America, he was collected by helicopter to visit a prospective tenant – introduced by an existing client – in their principal home in Brazil.

"The client is due to relocate but didn't have time to come to London to view properties so I had the pleasure of giving a series of video walk-and-talk-throughs in the client's home environment," he says. "Seeing the family set-up at first hand made advising on particular houses and London neighbourhoods easier. I could instinctively see which homes and areas would best suit their requirements. We've also introduced them to schools' consultants, staffing agencies and so on. All is now ready to ensure they will be settled when they move to London in a few months time."

Mark's network of contacts and insider knowledge opens all sorts of opportunities. Lygon House in Belgravia, for example, is a stunning yet low-key 11,000sqft property available for a long let. "It has an almost unprecedented 5,000sqft of fabulous contemporary living space on a single floor configured around a courtyard," he says – "Perfect for overseas tenants who prefer to live more laterally than in a traditional, tall London townhouse."

For further information, please visit tunstallproperty.co.uk



CLOCKWISE FROM RIGHT
A Knightsbridge apartment and a Belgravia mews house available from Mark Tunstall



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