

THE CITY

MAGAZINE

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IN UTAH'S BONNEVILLE
SALT FLATS



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THREE-MICHELIN-STAR SUPER CHEF
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PROPERTY NEWS

Keep tabs on the market, whether you are living or investing in the capital

SALES

ANDREW GROOCOCK, head of sales at Knight Frank Canary Wharf, comments on the trends in the residential sales market



Spring is upon us, and it's usually now that the market bursts into life. Clients are bringing their properties to the market to make the most of the lengthening days and the improved presentation of their outside space. It's also the time that purchasers make a

concerted push to ensure that they have found and moved into their new home in time to make the most of the summer nights.

The property market took a bit of a beating over recent months with changes to Stamp Duty Land Tax, referendums and the dreaded talk and arrival of Brexit. However, what both buyers and sellers need to remember is how robust the London property market is – the number of deals being completed in Canary Wharf are at their usual levels.

The biggest change recently is the number of viewings. We are working harder now to agree deals and when you are using a motivated agent, that isn't a problem – going the extra mile and ensuring that the best-quality applicants are viewing our client's property comes naturally.

Buyers in this market should work with an agent who provides honest opinions of properties to ensure that the agent can hone in on the correct property quickly. There are many properties out there, and you can run the risk of seeing too many properties. Be clear about what the non-negotiables are and be flexible on the rest, but most importantly work with and use the agent to help you find your dream home.

For sellers, the key is be patient. You need to expect to see more people coming through the door before offers are reached. It will take longer than it has taken over recent years to find a buyer. However, as long as your agent is constantly in touch and guiding you through the market in terms of the presentation and price of your property, you will sell. Choose an agent who has a record of selling the best homes, has the international reach to expose your property to the widest selection of applicants, who can present your property in its best light and most importantly, works hard, putting in the hours.

Knight Frank Canary Wharf
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You should always get advice [on your mortgage], every circumstance is different. Ask yourself how accessible you need that money to be in the future. Once it's paid off, it's hard to get back.

- *Jeremy Duncombe, director of Legal & General Mortgage Club*



FLOOR IT

British vinyl flooring brand Harvey Maria has collaborated with textile designer Neisha Crosland on its latest collection, entitled Check. Featuring a striking geometric pattern that forms a diamond motif when laid, the vinyl flooring comes in four tones – flint, slate, graphite and camomile.

The luxury vinyl tile is hardwearing, easy to maintain and warm underfoot, which makes it a great surface for hallways and bathrooms.

Neisha Crosland check vinyl floor tile, £44.80 per square metre, Harvey Maria, harveymaria.com

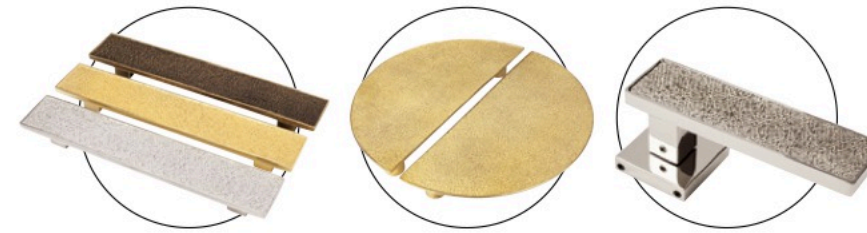


SWING WHEN YOU'RE WINNING

Constructed from iron and brass, this wing wall lamp pays tribute to the industrial trend. For an extra design element, placing two next to each other makes it even more dynamic, and doubles up as a wall feature.

Long brass swing lamp, £169.95, House Doctor, ovohome.com

HANDLE WITH CARE



The new Mademoiselle collection from Haute Déco, a handcrafted handle specialist, was designed in homage to Coco Chanel – inspired by the bouclé fabric that launched in 1953. These statement handles, for entrance doors and cabinetry, have a multi-dimensional, woven texture. Made of solid bronze, each piece is mirror-polished to achieve a jewellery-grade sparkle, turning these handles into door jewellery.

Mademoiselle collection, from £275, Haute Déco, hautedeco.com

PRINTS CHARMING

Established in 1935, Vallila Interior is a leading Finnish brand of contemporary printed fabrics, rugs and home accessories, and its S/S17 collection is not short of on-trend, vibrant prints. The Tiaiset curtain is a bright, leaf-print fabric in yellow and green – it also comes in a pink colourway. Vallila creates ready-made curtains, which makes life much easier, and the curtains also feature rod pockets, places for curtain hooks and draw-cord for pleating, so the printed curtain will be able to fit into your home, regardless of what style fitting you have.

Tiaiset curtain (one), £52.90, Vallila Interior, vallila.co.uk



SINK OR SWIM

Clearwater, a brand known for its sleek, freestanding baths, has branched out to launch a new collection of basins for the bathroom. With both classic and contemporary styles available to choose from, the basins are available in both Clearstone and natural stone. If you're looking to kit your bathroom out in uniform style, the most popular bath designs by Clearwater are also produced with a matching basin. **Formoso petite basin, from £249, Clearwater, clearwaterbaths.com**



LETTINGS

ALEX CATER, senior negotiator at Knight Frank Canary Wharf, comments on the trends in the residential lettings market



After a sleepy December, the first quarter of 2017 saw the lettings market in Canary Wharf return with a bang. It is quite typical to see people hold off on their property search until the New Year and this was exactly what happened.

There seemed to be a renewed motivation

for our applicants to make the move and to find the property that most suited their new requirements. I have noticed, however, that with available stock levels in the area continuing to rise to the highest level that I have ever experienced, applicants are presented with more choice than ever. This means they are viewing more properties before they are reaching their final decision.

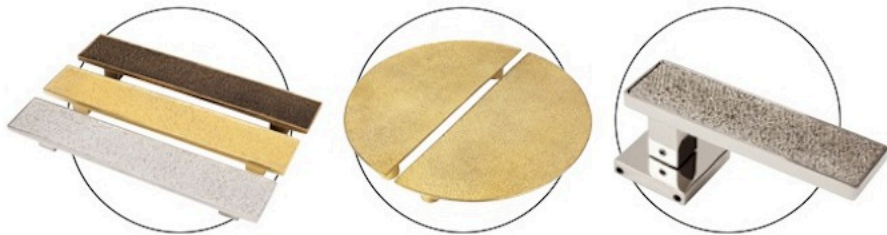
This brings me on to my next point: agents should inform landlords that all properties priced competitively on the current market are continuing to go under offer within a very short space of time. I personally think that we are still in a tenants' market, which means that more than ever, asking prices have to be set at realistic levels in order to attract offers. It is imperative that you allow your agent to advise you correctly on this, otherwise you could be wasting precious marketing time.

There will be more new-build developments completing in E14 over the next couple of years, which will inevitably have a knock-on effect on prices in the area. Everything will of course settle down in time and once it does, I can see market prices increasing.

Also, I have noticed an increase in corporate relocations in the area over the last quarter which can only be a good thing. Deal numbers have been high so the office is very upbeat as we approach (at the time of writing) the end of the financial year, which is set to be a record year for the department.

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Mademoiselle collection, from £275,

Haute Déco, hautedeco.com