

# PROPERTY NEWS

This month's edit of smart new homes plus the latest word on the street from our agents



## CH-CH-CHANGES

It's all change on the high street as Brian Lack in St. John's Wood and Harris Latner in Marylebone have teamed up with the central London Dexters network, connecting the estate agents with Dexters' Mayfair office and its prime central London team. Are you keeping up? What this means, of course, is that your local agents are as reliably present as ever, but they can now offer Dexters' full spread of expertise and professional disciplines including property management, land, and new homes. Founder Jeff Doble, tells us: "When I started the business I set out to do things differently and change people's perceptions of estate agency. I wanted to build a strong business with a great name built on brilliant people. Our continuing growth and success has meant we really can be altogether better across London. I know that our clients notice the difference – our people are better trained, work harder, go the extra mile, and are proud to be professional partners for our clients." Looks like everyone's a winner!

(dexters.co.uk)

### PSST...

Don't miss the Homebuilding & Renovating Show which takes place at ExCel London from 23-25 September: invaluable advice and inspiration for self-builders and renovators with grand designs for dream homes. (homebuildingshow.co.uk)



**"As stability and certainty returns to the market, we have already seen an active summer and are hopeful of an autumn upturn and back-to-work period as confidence bolsters the London market."**

David Galman, Galliard Homes

## Ask the agent

Jess, Queen's Park:

**"My vendor wants a swift exchange but I need more time. Any advice?"**



Spencer Botchin, Director, Sandfords:

**A.** "It will depend what you need more time for, but if you're doing everything you can and showing willing (you've had your survey and your solicitor has it all in hand) then your vendor should be confident that your intentions are honourable. Off the back of this they might allow for a little leeway."

## 60 seconds with



Tania Pejcinovic  
WINKWORTH

**Years in the business**  
15

### Why I love London

I love its energy, diversity, culture, architecture, its celebration of creativity, world class music scene, its endless possibilities and opportunities

**If I wasn't an estate agent I'd be...**

I studied film and theatre at university so probably a film maker, art director or a dancer

**Favourite London street**  
Marylebone High Street

### Biggest sale

Approximately £7 million. It happened "accidentally"... I wish all accidents were like this

### Favourite client

The one who ended up marrying my friend! I didn't even charge extra fees for my matchmaking service

### If not London, where?

Spellbinding Florence, birthplace of the Renaissance

### Favourite places and why?

Selfridges – a miracle one stop shop; Busaba for their calamari and Primrose Hill for star gazing and the London skyline

### Aliens attack – which London landmark would you save?

I think aliens are the least of our worries... but if I had to save one? The Southbank.