



# **Knight Young**

PROPERTY CONSULTANTS





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# **Knight Young**

PROPERTY CONSULTANTS

Knight Young are an independent property consultant established more than 20 years ago. With more than 50 years of local property experience, Knight Young specialise in residential sales and lettings, Property and block management and property development & management.

Knight Young and its dedicated team prides itself on their professional and personal manner when dealing with its clients.

Transparency, honesty and ethics has always been at the forefront of our business and that is why Knight Young currently manages a portfolio in excess of £35,000,000. Our clients and needs always come first.

Come and discuss your needs and requirements or if you just want to have a chat and discuss the current property market with a team of friendly staff is always at hand.





# Property Investing

In the current low interest rate environment, the property market can offer attractive and predictable rental yields or compelling refurbishment investment opportunities.

**Our experienced professionals can offer advice and support on property investments in London, the Home Counties and around the world.**

History has proved it. Through the most challenging of times, property has consistently provided excellent long-term capital growth. And with rock-bottom interest rates, buy-to-let property can also generate regular income streams. Alternatively, individual property development investments can generate high rates of return over short time horizons.

With the gap between housing demand and supply set to grow over the next few years – especially in London – the current market conditions provide enormous opportunities for potential property investors. But with changes to the UK tax regime, and often complex local market conditions, expert advice is essential to ensure that your future investment expectations can be met.

Our property investment consultants can find your ideal property, negotiate the most attractive price, complete the deal on your behalf, and position the property to attract the highest quality tenants or the right buyer. We can also manage the property for you once a suitable tenant is found.

**Our property investment services include:**

## **Initial consultation**

To build a thorough understanding of your investment objectives, and to advise you on current market conditions and on areas that will most effectively maximise your property investment goals.

## **Research and preview**

To identify and source suitable properties, using our extensive connections within the industry to access suitable investment opportunities ahead of the competition.

## **Property tour**

Property tour of shortlisted properties, with advice on the local areas and amenities, pricing, rental values and yields.

## **Negotiation**

We understand the meaning of value and will negotiate hard on your behalf to ensure that the property you decide to purchase will meet your future investment expectations.

## **Legal liaison**

Working on your behalf with leading law firms and surveyors to ensure the purchase runs smoothly through to a successful completion

## **Post purchase**

Our dedicated Property Management Service can manage and oversee the entire lettings process for your property.

## **Refurbishment management**

Using our network of architects, planning consultants, interior designers and tradesman, we can help position the property for enhanced rental yields or on-sale, cost-effectively and with minimal hassle.

## **Bi-annual review**

We keep in regular contact with you, updating you on local market conditions and providing you with comparable sales data, so you can see how your asset is performing over time, and make an informed decision on when might be an opportune time to sell.



## Managed Sales

When it comes to selling your home or investment property, as property consultants we can help you to obtain the highest possible price, with the minimum amount of stress.

Key to obtaining the best price for your property is ensuring that it is presented to the right potential buyers. The traditional sales route relies on engaging one or two property agents. Selling through Knight Young instead provides greater flexibility, and access to our unrivalled global network of agents, banks and other professional intermediaries.

We are proactive, seeking out the right buyer, rather than expecting a brochure and a website to do the work. And we are an independent agency, able to offer intelligent advice free from conflicts of interest.

We also take the headaches out of selling properties. We can oversee the entire sales process, from initial market advice through to managing the move, in complete confidence if required.



Our managed property sales services include:

### Market appraisal

To assess your property's likely value, and advice on the appropriate marketing strategy

### Property preparation

To ensure the property is presented in the best possible light, including arranging and collecting quotations for any necessary work

### Marketing

Marketing the property through brochure preparation and actively to the Knight Young global network

### Managing viewings

Showing the property and providing feedback

### Handling offers

Negotiating with potential buyers and carrying out necessary buyer due diligence

### Legal liaison

Working with the leading law firms in our network, whether to co-ordinate with trustees or to carry out the necessary conveyancing

### Post-sale property management

Post-sale property management through our Property Concierge Service, to ensure that all utilities and services are transferred to your new address



## Residential Property

Time-consuming. Stressful. Being a private landlord may have its advantages. But managing a property also has its downsides. Our property management service lets you enjoy the benefits of your rental investment without having to shoulder the demands that come with it.

Trustees or company directors with responsibility for London properties need reassurance that property assets under their control are being properly cared for. Offshore landlords need peace of mind, in the secure knowledge that their investments are being looked after.

Our highly-experienced Property Management Service is tailored to meet the needs of trustees and offshore landlords. From finding high-quality tenants through to managing repairs and upkeep, we can help ensure your property investment keeps performing.

Our in-depth knowledge of the London and Greater London rental market, our access to a wide range of tradesmen capable of meeting every possible maintenance need – and our wide range of reporting options – is able to suit any property requirement.

**Our Property Management Service provides a strong foundation for a successful rental investment.**

Knight Young takes pride managing your property and offers a fully inclusive property management service unmatched by others. Knowing your home is in the right hands and being managed can be a daunting experience therefore finding the right managing agent isn't easy, that is why Knight Young has a dedicated property management service bespoke to each property we take on. We devote our attention to ensuring your

property runs smoothly and at Knight Young we believe our property is our home and manage properties how we would expect our own to be managed.

The relationship between landlord and tenant is usually a straightforward one: a tenant is happy to pay rent for a comfortable place in which to reside for a period of time agreed, and a landlord is happy to maintain a comfortable residence, for which the tenant pays rent.

There are the rare occasions that a landlord/tenant relationship becomes strained, you can be assured that Knight Young will be there to provide and support, and ensure an equitable solution to the issue at hand.

Thankfully major issues do not occur that often, and we believe that this may well be due to the 'way' in which we manage properties and tenancies.

Unlike many of our competitors, we undertake regular property visits whilst the tenancy is ongoing. This means that we often pick up on potential issues before they amount to something more serious, and it also helps to build relationships with tenants. Having a good relationship with the tenant, and with you, our client helps us in being able to rectify any problems with the minimum amount of fuss and upset. We also undertake to transfer rent over to you within three working days of it hitting our account.

Our portfolio of London properties continues to grow, a sure testament of our ability to do the job. For more information about the Knight Young residential property management service, please speak to one of our Lettings Managers, or our Director Amritpal Singh Khalsa.

### Property Maintenance

Keeping a property in good health requires regular observation and maintenance. The maintenance services we offer at Knight Young cover all aspects of a property from the foundations to the roof and everything in between.

### Interior Design & Furnishings

Furnishing or interior designing a home can be a challenging and time consuming job. Knight Young is able to provide both a comprehensive interior design service for private clients as well as furnishings suitable for either the private home or investment property to maximise income.

### Modernisation / Refurbishment

Major building works present many problems and create a huge amount of mess. Often it is not feasible for homeowners to stay in the property while works are underway. Many of our clients prefer to spend time at their other addresses and allow us to oversee the work. We liaise with all contractors, managing the project from its inception right through to the final snagging. You return home to a property that is fully refurbished to your specifications, tidy and with your furnishings back in their rightful places.

### Handyman

When it comes to the little jobs, we all know how they can stack up and take up an entire weekend. Whether it involves putting up a shelf, hanging a picture, fixing a faulty light switch or mending a broken lock, we at Knight Young can take on the items on the to-do list that cause so much strife.

### Gardening & Landscaping

Knight Young can provide the gardening and landscaping services that are right for each client from a simple watering of hanging baskets to the total remodelling of a garden.

### Property Appraisal

When it comes to selling or renting your property, it's important to ensure that your property is presented to maximise its rental or sales potential. The expertise that Knight Young provides with a property appraisal can help to ensure the best price is achieved. Whether you just need an appraisal for your end of year tax purpose Knight Young is always on hand. Our property appraisal service goes hand in hand with our Agent Management Service but can be used independently.

### Agent Management

When it comes to selling or renting your home, you can't afford to make mistakes. That's why Knight Young offer an estate agent management service. This service is designed to ensure that our clients get the very best out of their chosen estate agent. Whether it's for sales or lettings, we know what gets the deal done.

### Tenant Management

When renting out your property, it is important that you not only ensure that the new tenants look after the property, but that the tenants' needs are looked after too. From fast, reactive management of problems to regular checks on the property Knight Young ensures that our clients' tenants are kept happy and that their properties are being well maintained.

### Regular Cleaning

Whether we are organising the regular weekly clean of a property or the once a year spring clean whilst our client is on holiday, we can take on the responsibility of booking and paying a cleaner as well as providing access to the property, ensuring it is left securely afterwards. As many of our clients have delicate finishes and valuable possessions, we ensure the cleaning staff are well briefed and thoroughly vetted before commencing work.

### Mail Watch

Knight Young's mail watch service provides our clients with peace of mind that someone is monitoring their mail on a regular basis. Whether we are required to simply monitor the post and flag up important letters, or asked to scan or forward the mail to an alternative address, Knight Young can help to ensure our clients never miss an important letter again.

### Property Check

Regular checks of our managed properties are a key part of Knight Young's service. We want our clients to be able to relax safe in the knowledge that we are regularly looking over their home to ensure it is safe and secure.





# Property Buying Agent

As your buying agents, we collect, analyse and use inside information and follow up on leads to ensure we find exactly the home or investment property you asked us to find. Information on properties is gathered by every means possible. Through our extensive network of contacts. Through our resolute resolve. Whatever gives you the greatest advantage. To put you first in line, we don't waste a second.

We understand securing your ideal property can be frustrating and time-consuming. Where do you start? As your buying agents, we start with clarity and we don't give in until we get what you're looking for.

Through years of experience we have a refined our process and know what exactly needs to done as your buying agent.



Our process is clear and simple:

## 1. We get to know you

We start by meeting you to build a real understanding of your aims and objectives. We advise you on current property market conditions and suggest areas to maximise your budget.

## 2. We research thoroughly

Houses and apartments that look perfect in a photograph can turn out to be wholly unsuitable. As a buying agency, we shortlist suitable properties saving you valuable time, as we will only show you properties that we have previewed on your behalf.

## 3. We're quick off the mark

A thorough property search can take weeks, even months. With our contacts, our expertise and negotiating skills, we can cut the time – without taking shortcuts or compromising your needs.

## 4. We leave no stone unturned

Demand for good quality properties often outstrips supply. Prime London and country homes can be sold long before they're advertised. Armed with your brief, our buying consultants identify the best property, often before it's on the open market.

## 5. We're always there by your side

We accompany you on viewings to shortlisted properties. As your buying agents we advise you on the local area, amenities and pricing. We give you an objective overview of the property and pricing so that you are fully equipped to make an informed buying decision.

## 6. We're tough negotiators

As your buying agency, we use expert negotiating skills to secure the right property at the best possible price – on the most favourable terms.

## 7. We oversee the Legal Process

We work with leading law firms who we recommend to our clients. Our buying agents then manage the legal process throughout to ensure the purchase holds together through to completion and handing over the keys.



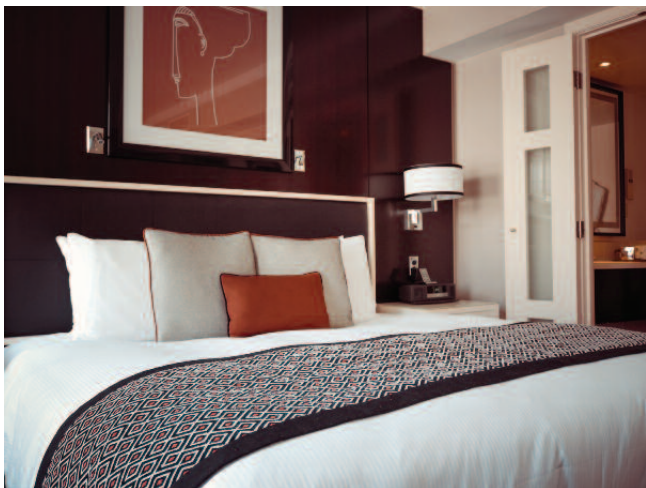


## Hotel Acquisition

With limited supply and the attraction of predictable yields, hotels continue to be a popular investment. But, in a sector with few transactions, and even fewer hotels that reach the open market, contacts and in-depth industry knowledge are vital for a sale.

To the outsider, the hotel investment market can appear a closed world. But Knight Young can open doors when it comes to hospitality investment. With years of experience in hotel acquisitions – finding hotels for sale in the UK and around the world – combined with our extensive network of hospitality contacts, Knight Young connects investors with investment opportunities. From boutique hotels to big names, prime central to emerging markets, we have access to hotels and resorts and can even create bespoke opportunities to suit your investment requirements.

We provide a broad range of services aimed at investors looking for a leading team to help source, evaluate and secure hotel properties.



Our hotel investment services include:

### Market analysis

To bring investors up to speed with the latest market intelligence

### Financial appraisals

Specific opportunities, ensuring potential investments pass financial muster and are in line with the broader market

### Franchise-agreement negotiation

Drawing on Knight Young expertise and our specialist legal network

### Debt sourcing

To help put the finances in place to fund a hotel investment

### Property improvement plan management

Assisting clients to prioritise and schedule renovation works after the sale

### Project management

Including identifying, sourcing and overseeing tradesmen

### Repositioning and rebranding

Repositioning and rebranding of hotel acquisitions to establish them for profitable operation

### Brand relations

To help market and re-launch newly-acquired hotels

We can provide an end-to-end service to existing and potential hotel investors to help at every stage of the process, from assessing the market and finding hotels for sale that fit your specific requirement, through to redevelopment and re-launch.



## Property Negotiation Only Service

If you have already identified a suitable property, you can use us to your advantage by allowing us to negotiate and secure the property on your behalf, with exactly the right team.

Negotiating and paying the correct price for your property and holding the deal together through to exchange of contracts can take considerable experience, persistence and dedication to the task. Working alongside the property agent, lenders and your solicitors, we will recommend a suitable offer to put forward on the property based on comparable evidence. This gives you the assurance that you are not overpaying for their property.

Our reputation for negotiating highly attractive property deals on excellent terms is second-to-none. Over the years, we have established an enviable track record for negotiating and securing properties for our clients at impressive discounts to the asking price.

We are often able to secure our clients a significant saving off the asking price. We are always able of ensuring a smooth and successful transaction.

### Always remember

We're not just Buying Agents. Once we have helped you secure the property of your dreams, we can recommend architects, builders, interior designers, landscape gardeners and other proven professionals to help add value to your property. As Property Consultants, we also work closely with experts in the world of finance, solicitors and tax advisors who can assist with lending and structuring your purchase and undertake conveyancing work.

As an Agency, we are completely independent. Not being tied to any other organisation, you can be assured that all of our services – from property buying, management, investing and managed sales – are market-leading, in terms of both quality and cost.



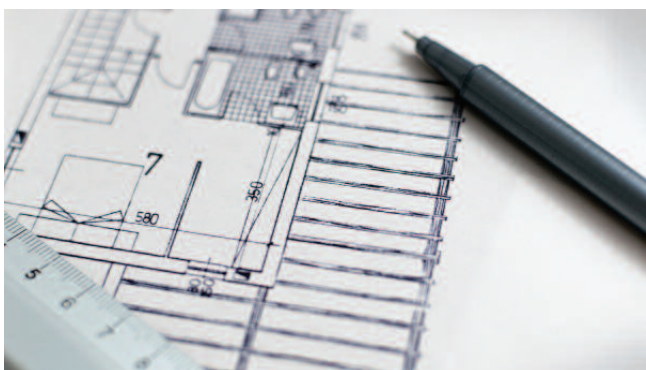


## Property Management and Development

Knight Young is a market leader in advising on the investment and development market for residential property. We have helped private and institutional clients complete deals collectively valued at many hundreds of millions of pounds, assisting specialist and non-specialist investors undertake residential property development investments.

Our Property Development and Management service is aimed at investors seeking development opportunities on consented land, looking to take planning risk on unconsented sites, or who are considering a change-of-use commercial property investment. Alternatively, we can introduce property investors to developers seeking financing. We can provide investors with specialist advice and guidance for a fraction of the cost of developing in-house capacity.

Years of experience as buying agents give us invaluable insight as to local market conditions across London and in other prime UK markets, helping to guide investors both in identifying property development opportunities, and in the type of developments that are likely to prove popular.



Our property development and management services include:

### **Market analysis**

Based on our continuous conversations with prime residential developers, agents and lawyers

### **Investment sourcing**

To identify property investment opportunities often before they come on to the market

### **Debt sourcing**

To help put the finances in place to fund a development opportunity

### **Financial appraisals of specific opportunities**

To provide initial due diligence on investments offered, and to provide an assessment of local market potential for completed units

### **Planning and consents advisory**

To help clients understand the costs, time frames and intricacies involved, which can be crucial in assessing the viability of a project at the outset.

### **Project management**

Offering access to a broad range of designers, architects, project managers, surveyors and engineers, helping to hand pick the perfect team to suit the client and the development.

From single unit to extensive multi-unit schemes in prime central London and nationwide, we have access to a wide range of opportunities to suit any type of investor or developer.



## Block Management

Knight Young will be delighted to introduce our management services as an extension to our existing rental property management. We understand and believe that the block management of flats and Estates is best left to the professionals and there is no better, trusting company than Knight Young to ensure the day to day smooth operation of your estate.

Knight Young is an independent firm managed by hands on partners who have vested interest in the success of the business established over 20 years ago.

Knight Young offers ones client a full peace of mind. As part of our management we carry out regular routine inspections and supervise all contractors.

We pride ourselves on our communication with our clients, whether it is freeholders, leaseholders and occupiers as appropriate, with regular dialogue with our point of contact at Board Level. This can be through a dedicated email address unique to each specific block or having regular monthly or quarterly meetings with the residents association and board of directors.

Knight Young's business philosophy and ethics are to provide full transparency throughout our management contracts with our clients, including issuing individual invoiced statements of accounts either on a quarterly basis or every 6 months in accordance of your needs.

**Knight Young endeavours to tailor make its block management services to suit the individual needs of your block of flats.**

### Overall general outline of Knight Young's block management responsibilities:

- Regular inspections of property or properties for the review of all maintenance contracts to make sure problems no matter how small are identified and eradicated
- Appointment of a senior manager to take overall responsibility of your block (if required)
- Issuing and collection of service charge and administration of accounts, quarterly
- To provide a deducted fault reporting service line (if required)
- Arranging day to day repairs and tendering of major work (if any), this will not cover the cost of these jobs
- Submitting year end accounts to accountant and liaising on all relevant matters
- Manage accounts (pay invoices, banking, bookkeeping etc)
- Review yearly, update building insurance and administering any claims
- Financial year end reports to residents
- Supervision and quality control of all subcontractors, employees and service providers
- Project management of major work, including internal and external redecorations, roof replacement and window replacement (if required)
- Organising the refuse and recycling
- Upkeep of grounds and gardens including maintenance of all trees.



## Index of Recommended Local Businesses

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Cleaner Carpets London	Tel: <b>0203 772 8698</b>
Clear Property Services Co.	Tel: <b>07932 760 563</b>
Ealing Waste	Tel: <b>0208 933 8272</b>
Floor Sanding.com	Tel: <b>0208 453 1160</b>
Gasworks London	Tel: <b>020 8992 3851</b>
Miracle Cleaning Service	Tel: <b>07841 340846</b>
MPS Handyman Services	Tel: <b>020 3675 5192</b>
NH Gardening Services	Tel: <b>020 8578 7260</b>
The Paddington Dental Practice	Tel: <b>020 7723 6106</b>
Portman Garages	Tel: <b>020 8961 3317</b>
Pulse Security	Tel: <b>0800 298 8621</b>
Right Carpets and Flooring	Tel: <b>0208 4500 104</b>
S.R. Construction	Tel: <b>07459 878165</b>
Starck Uberoi Solicitors	Tel: <b>0208 840 6640</b>



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### CCTV Cameras

CCTV solutions for home and business.

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### Access Control

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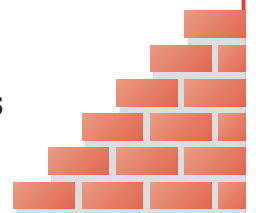
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