

Quintessentially Estates targets £1bn property management portfolio

Brexit having ‘no discernible effect’ on the appeal of London to landlord and owner-occupier clients, says Belgravia-based firm

Quintessentially Estates is making significant headway in London’s lucrative property management sector.

The home and property management arm of “the world’s only global lifestyle real estate company” has reported a 30% year-on-year boost in the value of properties it has under management in the capital, taking the total past £800m for the first time.

The plan is to push that figure to £1bn by 2020.

Launched in 2013, the offering takes care of everything from maintenance and overseeing building works, to running day-to-day errands for the owners of prime and super-prime properties; take-up has been strong of late, with the team reporting its most active 12 months to date.

The sister company to concierge pioneer Quintessentially, QE launched a multi-service shop front on Belgravia’s Kinnerton Street last year, as part of “an ambitious expansion plan” to roll out branches around the world.



Quintessentially Estates CEO Penny Mosgrove

Kathryn Chesham, Head of Home & Property Management: “The past 12 months have been our most active since inception, with Brexit having no discernible effect on the appeal of London to our Landlord and owner-occupier clients. We work closely with Quintessentially Estates’ Lettings team to provide a full-service package for Landlords, priding ourselves on providing a 24/7, 365 day-a-year service, which attracts and retains the best quality tenants. Our Home clients know that we are always available and that with our extremely agile approach, we can cater for even the most obscure of requests.”

Penny Mosgrove, CEO of Quintessentially Estates: “As is evident from our growth over the last 12 months, there is a huge demand for intelligent, white-glove home management services in London. As part of the wider Quintessentially Group, we are able to field our clients’ lifestyle demands as well as their more technical property management requirements. This makes us unique and therefore confident in our ability to continue being the market leaders for Home and Property Management and to grow the portfolio significantly in the next 12 months.”

A number of London’s top buying agencies have been diversifying into other sectors over the last few years, and now offer a suite of services alongside acquisitions; notably, Jo Eccles’ SP Property Group has recently transitioned into a major player on the property management scene, with a portfolio currently valued at £1bn.