

The BUYING SOLUTION

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PRESS RELEASE

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Comment regarding Grey Market

From Mark Lawson, The Buying Solution

Mark Lawson, head of high value country houses and estates at The Buying Solution, says: "The 'grey market' is increasingly taking up more of our time due to the shortage of supply of quality property and clients who have a very specific requirement for a property that simply isn't on the market. It's one of the reasons clients come to us, because it takes inside knowledge and a huge amount of research to dig out and buy property in this way.

"For example, we recently acted for a German client who knew exactly the sort of house he wanted, had a substantial budget, and was looking in the Oxford / Henley area. We went extensively through the limited amount that was on the market, both open and privately, but nothing suited their requirements. We then had to focus on a more proactive approach. I carefully studied a map of their area of search and conducted an extensive investigation using previous records and 15 years of experience, and discussed every relevant house with my key property contacts. Together, we researched all possible properties carefully as well as who had bought each property to see if there were any owners we could approach. We found 15 suitable properties, 8 of which the client was keen to view. We managed to engineer viewings of 2 properties but the client decided against them and we ended up purchasing something else off-market.

"Although our client didn't purchase one of the properties we found by directly approaching the owners on this occasion, it did open other possible avenues and ensures our clients really do see the whole market."

For further information, please contact The Buying Solution on telephone: 01488 657912 or visit the website: www.thebuyingsolution.co.uk

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Editors notes:



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The BUYING SOLUTION

The Buying Solution is the independent buying consultancy of Knight Frank LLP, and is one of the UK's leading property buying agents, dedicated to helping its clients find and buy exceptional homes. The Company operates on a completely independent basis with access to all agents and vendors, offering impartial advice in the market place. The team has over 150 years of collective experience in the property market. Clients include high-net-worth British buyers, as well as wealthy international buyers.

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