

Who grows there, who goes where

TheNegotiator reports on recent mergers, acquisitions and launches and rounds up the property industry's movers and shakers.

Promotion to Partner



Matthew Inker

Matthew Inker has been promoted to Partner for the independent south coast estate agency, Henry Adams. Since joining the business in 2011 as branch manager in Ermsworth, Matthews has grown the residential sales business considerably and will continue to provide detailed and practical advice to sellers in and around the area.

Matthew said: "Over the past 30 years, Henry Adams has achieved an excellent reputation for doing things the correct way. It has always been important to me that we build on that reputation. I have a great team here in Ermsworth with a genuine commitment to providing proper service."

Gareth Overton, Head of Residential Sales at Henry Adams, added: "I'd like to congratulate Matthew on his promotion to the Henry Adams Partnership. Matthew is an exceptional estate agent with real flair and a determination to get things done."

"He brings an awareness of the full scope of the local property market and an understanding of the complex mortgage market. As a result, he is able to guide people through the moving process from a position of knowledge and experience."

"Matthew is a real asset, not only to us here at Henry Adams, but also to the home buyers and sellers of Ermsworth."

The Ermsworth office also houses Henry Adams Holiday Cottages as well as a new lettings operation following the acquisition of Country and Coastal Lettings last year.

Vouching for Goodlord



Jaime Tilyer

Jaime Tilyer, co-founder and director of leading digital referencing platform Vouch, has been appointed as a full-time member of the Goodlord Board of Directors. Jaime Tilyer is a letting agent with more than 20 years of experience and has developed a number of successful property management companies, including Shefflets, as well as Vouch. Vouch was acquired by the Goodlord Group in 2020, with both companies experiencing significant growth since the acquisition.

Jaime will offer an operational perspective and an agent's view to the management and strategy of the Goodlord Group, which is now the UK's fastest-growing lettings technology and services company.

Jaime commented: "It's also particularly exciting to be the Board's first female member, although I'm sure I won't be the last. This is a pivotal moment for the Group and the lettings sector at large. At Vouch, we've always found that Goodlord mirrors our ambition and vision for how we can improve the experience of renting for landlords and agents."

Circling back to Dacres

Kelly Maw is returning to her Yorkshire roots 16 years after starting her estate agency career with Dacre, Son & Hartley.

She will head up the firm's Guiseley office, which has been in operation for more than 25 years.

Kelly said: "I grew up locally and got my first job with Dacres back in 2006 in the firm's Skipton office. Later I moved with my husband to Dubai and secured a role helping people from all over the world to relocate and settle in the emirate."

"We returned to the UK earlier this year and there was no doubt in my mind we would return to my

hometown. When I was offered a role at Dacres, I felt it was meant to be, coming full circle and giving me the opportunity to return to the firm where I first started out in property. Dacres is independently owned, with a great reputation and friendly and professional teams, and I was keen to take on a management role."

Patrick McCutcheon, Head of Residential, commented: "It's great to have a familiar face heading up our office in Guiseley. We know and trust Kelly to do a great job for our clients and are delighted to have her back on our team."



Kelly Maw

The power of three

Anthony Martin Franchising has welcomed its first three franchisees. Lee Ingram takes on Swanscombe and has over 20 years' experience, having worked for Robinson and Jackson and Hunters.

Former Haart and Livermores agent, Mark Jury, has built up his knowledge of sales and lettings over the last decade and jumped at the chance to take on his own franchise in Meopham and New Ash Green. In Sutton at Hone, Holly Siegenberg and Amanda Symmons from Robinson Jackson have teamed up to bring together their knowledge and passion for the property market in the area.



Hive of activity

As part of its expansion plans, north-east estate agency, Hive Estates, has acquired a Newcastle lettings business.

Tyneside Lettings has been bought for an undisclosed six-figure sum and the existing team of four join Hive Estates and sister companies, while Director, Robbie Kalbraier, joins the board as its chairman.

His appointment will help steer Hive Estates into further growth, advising on a property development, and chartered

construction background. This deal adds more than 267 tenanted units to Hive's portfolio. Hive Estates MD, Michael Mortimer, said: "The addition to the business really shows we're a serious player around the city and we are already on the hunt for our next acquisition. We're also delighted Robbie agreed to join us as chairman which builds a strategic partnership between our two companies. We really value his experience and expertise and know he will play

a vital role steering us going forwards. Robbie Kalbraier added: "The company is young, fresh and ambitious about providing something different in the market. They take the traditional estate agency model but inject it their own ideas with a unique spin and approach. Michael's vision and passion for a new breed of estate agency really drew me into wanting to do business with him, and I've already referred a client over to him."



Robbie Kalbraier and Michael Mortimer

Richard Elliott joins Harding Green



Richard Elliott

St John's Wood is the latest area to get a new self-employed Harding Green agent, Richard Elliott, who has 9 years' experience.

most recently as a top billing agent with a London corporate, has extensive knowledge of the market in the North West London area.

The new St John's Wood office, which is due to open in a few months' time, is the first Harding Green Franchise to launch, operated and run by Director, Jack Graham-Lindsey who expects to form a team of ten agents by the end of the year.

Ex-Knight Frank and Savills agent joins Heaton & Partners

National buying agents, Heaton & Partners, has appointed Patrick Bishop as an Associate to join the expanding firm.

Patrick left his position at Knight Frank towards the end of last year, with six years at Savills also under his belt, to help support the southern region of the firm including Berkshire, Hampshire and Wiltshire. Patrick said, "I have lived and worked in and around Berkshire my entire life, so I am incredibly excited to step over to the other side and help buyers find their dream home here. The pressurised market of low supply has put the spotlight on buying agents and how vital they now are in securing the best deals."

Edward Heaton, founder and Managing Partner of Heaton & Partners commented: "Patrick's appointment comes at a time



Patrick Bishop

when the firm has had the most successful year on record. None of us were quite sure at the start of the pandemic which way the market was going to go. But the race for space combined with exceptionally low stock has been the residing narrative. Patrick will be key to helping us keep up with this demand."

Established nine years ago, Heaton & Partners has quickly grown to become one of the largest buying firms operating in both London and the country. The firm also has a Property Management Department, which extends to a full concierge service.

Agent lands Smart recruit



Stuart Smart

Land agent, Walter Cooper, appoints ex-Lanes Land agent, Stuart Smart, as Senior Land Manager as the business continues to expand in its second year of operation.

Within the first 18 months of trading, the firm has agreed or contracted on over 2,000 plots in the South-East with a combined land value of over £370m. Due to its significant early success, Stuart has been appointed to support the team on land transactions for developers and housing providers across Hertfordshire and Essex. The now seven-strong team will lead a proactive approach to match land opportunities with their growing pool of residential and commercial clients.

Managing Director, Simon Cox, said: "This is a really exciting time for Walter Cooper. I took a risk and seized an opportunity to start this business in the height of lockdown nearly two years ago. I'm really proud of what we've achieved, however there is still much more to do. Our independent approach has allowed us to deliver honest, passionate, and pragmatic expertise to each and every client we work with."

On his appointment, Stuart added: "I am thrilled to be joining the team and be a part of the Walter Cooper vision, attracted by Simon's fresh approach to delivering high quality land deals. My background at Lanes Land as well as Heritage Group has given me broad knowledge of Hertfordshire and the Home Counties, understanding the complexities and challenges of the land market to always provide a comprehensive client focused service."

Walter Cooper's standout deals in 2021 include the £32m acquisition of 167 units in Codicote to Taylor Wimpey, a £6.5m acquisition in Watford for the new Hertfordshire Police station, and the £8.5m acquisition of a development site in Knebworth, Hertfordshire. ▶

Times two in Cambridge and Edinburgh

Strutt & Parker has made two new appointments in both its Cambridge and Edinburgh offices.



David Law
Director

David spent more than 15 years at London agency, Foxtons, where he began his career as a negotiator in 2006 in the firm's Battersea office. In his most recent role, David was Operations Director and



Judy Shields

Sales Manager responsible for new homes and investments in South London, advising large developers on site development and sales strategy. Judy brings over eight years of industry experience and has previously worked at McEwan Fraser and Rettle & Co with a proven track record across Edinburgh City, the Borders, East Lothian, and West Lothian.



Becky Eeles

In Cambridge, Lawrence Brown joins as Director and Head of Residential sales and Becky Eeles takes on the roles of Associate Director and Head of Residential lettings.

Together, the pair have over 30 years' experience. Lawrence was Area Director for Prime Central London at Chestertons and responsible for driving significant revenue growth for 11 offices covering the capital's most prestigious neighbourhoods. Becky joins from Cambridge agency Redmayne Arnold & Harris, where she spent the last five years.



Lawrence Brown

North of the border, David Law joins as Director, Head of Edinburgh Residential, and Judy Shields joins as Senior Associate

Convey Law appoints Group IT Director

Joe Norris is to become the first Group IT Director at Convey Law and will oversee all IT including bespoke software development for the group.

Joe joined the company as IT Support Manager 18 months ago before being promoted to IT Manager and has since built and developed the department into a cohesive unit of 10 which he is continuing to grow.

As well as overseeing all day-to-day IT needs for the online conveyancing specialist, Joe is also playing a key part in the development and planned launch to market later this year of Convey365IT's ground-breaking IT case management system for the conveyancing industry.

Joe said: "I joined Convey as we were heading into the pandemic so I am really proud of the work we have done as a department to



Lloyd Davies and Joe Norris

develop such innovative systems which are playing and will play such a vital part in the ongoing success of Convey Law and its affiliates and will support the growth of the company."

Knight Frank pushes Prime to unserved areas



Knight Frank has bolstered its prime offering across London, creating a dedicated team of two sales agents who will have roaming roles across the region.

Nick Moore, a Partner in the firm and formerly head of sales in the Islington office will be joining Simon Boulton, Associate in the City & East, to provide a bespoke service for property owners in areas not already covered by the firm's local office network.

Simon, who was formerly part of the Canary Wharf, Wapping and Aldgate team has been covering the City & East market in a roaming role since July 2021. Since then, he has broken records with the highest value sales to date in

the exclusive Spitalfields Conservation area, Victoria Park and Blackheath. He will now add other areas including Shoreditch and Bethnal Green, Blackheath and Greenwich.

Nick will be expanding the firm's reach into new locations in the North and East, including Hackney, Camden, Crouch End and Stoke Newington.

Andrew Grocock, regional partner at Knight Frank commented, "Between them they will be able to deliver a bespoke, highly tailored service to customers whose properties may not fall within catchment of a high street KF office, but who wish to tap into our Global and London-wide reach whilst receiving exceptional customer service."

Move moves into Worcester

Gloucestershire estate and lettings agent, Move, has opened a third office in Worcester City Centre. The office is currently being refurbished after being vacant for some time and will rejuvenate the historic neglected building to ensure that it is restored to its former glory.

Move was established by George Tatham-Losh in 2013 and is now one of the region's fastest growing property sales and lettings agencies. The business already has two offices, one in Cheltenham, which moved to new



George Tatham-Losh

retail premises in 2020 in order to reflect its growth, and one in Gloucester which was opened in the Spring of 2018. George commented, "We have been very active in Gloucestershire right from day one and have increasingly found we have been receiving enquiries and instructions from outside the

Two new recruits for Belvoir

A Corby estate agent has recruited two new members of staff in response to the recent property market boom.

Belvoir has appointed Mia Tansur as a new sales negotiator and Alisha Brennan as a lettings consultant.

Mia has substantial sales and customer service experience after previously working as a business development manager for a Lutterworth events company and running a livery business, as well as formerly working for a well-known national estate agent firm.

Mia said: "The whole Belvoir



Mia Tansur and Alisha Brennan

team have been really welcoming and I'm thoroughly enjoying my new role. I look forward to meeting more of our fantastic clients and really making a difference in the sales team."

Alisha was raised in Corby and has fantastic local knowledge. She also has extensive experience in the industry, having previously worked at an estate agency in Melton Mowbray. She works closely with both landlords and tenants to ensure the lettings side of the business runs smoothly.

Alisha is also a law graduate, boasting a Law and Criminal Justice LLB (Hons) degree, and has just signed up to start studying for her ARLA qualification.



county. We felt the time was right now to expand further and establish a significant presence in Worcester." Move will recruit new agents from the city and the surroundings as well as building a network of local contractors. ■