

Property Solutions



Kinleigh Folkard & Hayward





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Proudly supporting





Service Communication Results

Kinleigh Folkard & Hayward (KFH) delivers a comprehensive range of estate agency and property services across the London market, dealing with all types of residential and commercial real estate.

Our brand and reputation are synonymous with providing an unrivalled service across all disciplines, with honest and exceptional communication and a proven track record of delivering the best results to our clients.

There are many ingredients to our success, which has continued for over 40 years throughout periods of both economic growth and downturn. At the heart of our success is the quality, expertise, ambition and loyalty of our people, our greatest asset.

Highly trained, motivated and rewarded, whether front line sales or delivering client or business support, the KFH team will go that extra mile to provide the best service and results, always aiming to exceed our clients' expectations. Testament to this is that today a significant proportion of our new business comes from returning clients and through recommendation.

Our corporate clients include major banks and lending institutions, quoted and privately owned housebuilders, developers and property investment companies, local authorities, housing associations and other non-profit organisations.

Whatever your property requirements, we welcome the opportunity of discussing with you how we can combine and tailor our services to deliver the best solution and results for you.

kfh.co.uk/corporate-clients





Vantage Point, Archway, London N19

A development of 118 premium build to rent apartments with exceptional resident facilities by Essential Living.

At a glance

Comprehensive range of specialist property services

Maximising returns on investment

Corporate and relocation services

International desk

Block and portfolio management specialists

Bespoke reporting on asset performance

Dedicated portfolio director

London-wide reach

Build to Rent

There are now close to one million privately rented homes in Greater London representing one third of all households, nearly double the rate compared to the rest of the UK. By 2025 this figure is projected to rise to 40%, and to overtake owner occupation as the most common form of housing in London, for the first time since the 1960s.

Historically this sector has been dominated by private landlords with small portfolios, but this is changing with an increasing part of future growth being driven by the expanding Build to Rent market.

Build to Rent is an asset management category that requires a unique and integrated property management service combining many skills and professions to support the entire building, and all who live there.

With our complete range of property services we have the skills, experience and market insight to fulfil these requirements. We act for a number of Build to Rent clients across London where our services are tailored to meet each portfolio's specific needs.

With a dedicated team and portfolio director, we provide advice from the outset of each project, delivering a solution to ensure the successful marketing, letting and ongoing management of your investment, maximising revenue returns, long term value and tenant satisfaction.

Contact:

Paul Masters

Group Operations Director

020 8739 2021

pmasters@kfh.co.uk



Two Fifty One,
Southwark Bridge Road, London SE1

A 40 storey residential scheme of 355 luxury apartments with extensive facilities for residents, managed by KFH on behalf of South Central Management Limited and Oakmayne Properties.

TWO FIFTY ONE

APARTMENTS

At a glance

£10 billion combined
portfolio value

15,000 units under
management

Experienced and
qualified property
management and
accounts teams

Preplanning and
construction advice

10 year maintenance
planning

Bespoke reporting

Client and
leaseholder
online portal

24/7 emergency
support

Block and Portfolio Management

Our block and portfolio management business is one of the largest and longest established in London, tracing its roots back to the company's formation in 1977 and offering a service that is second to none.

We manage over 15,000 residential and commercial units in a variety of mixed use schemes across London, with a combined portfolio value of over £10 billion.

Numerous landmark buildings in the Capital are managed by KFH and our clients include major housebuilders, developers, property companies, housing associations, and leaseholder groups who have the right to manage.

Having a wealth of experience in new and high rise buildings, we are engaged by many developers at the planning stage to provide advice and recommendations on site facilities, leases and service charge levels.

Our experience enables us to also advise on the latest technology in building management and concierge facility systems now being employed by many major developers.

Our in-house property management and accounting software provides bespoke reporting to our clients, and incorporates an online portal through which leaseholders can make payments and communicate with their dedicated property manager.

Contact:

Richard Benson
Managing Director,
Block and Portfolio Management
020 3542 0147
rbenson@kfh.co.uk



Residential Lettings

At a glance

12,000 active
tenancies across
London

Annual rent roll
of £200 million

Dedicated support,
renewals and
compliance teams

Proactive
advice and risk
management

Short term lets

Corporate and
relocation services

Extensive branch
network

The demand for rented accommodation in London is increasing year on year, with many tenants now wanting flexibility over where they live, while others are saving to buy for the first time.

As a result, average tenancy lengths have increased, which means landlords are seeing fewer void periods and greater revenue stability.

With an extensive branch network, and over 12,000 active tenancies, we are one of London's largest lettings operations. With access to significant numbers of quality UK and international tenants, we are first choice for many private, corporate and portfolio landlords.

Our property management and client account teams work seamlessly together, providing an exceptional service to our landlords and their tenants. A dedicated renewals team also ensures minimum levels of void periods while maximising rental returns for our clients.

Our staff are continually trained in all aspects of residential lettings. They are required to pass stringent exams ensuring they have current and detailed knowledge of all relevant requirements and regulations.

A specialist compliance team ensures we are fully conversant with the latest legislation to ensure landlords and their properties are fully compliant at all times.

Contact:

Carol Pawsey
Group Lettings Director
020 8739 2022
cpawsey@kfh.co.uk



At a glance

Direct relationships
with major London
employers and
relocation agents

Access to the whole
London market

International desk

Advice on moving
personnel to the UK

Long term
corporate tenants

Short lets

Personal home
search

Dedicated account
managers

Corporate and Relocation Services

Our corporate and relocation services team provides an unrivalled property search facility, delivering home finding solutions to international corporations, major London companies and senior personnel.

Working closely with our London-wide branch network, we expedite property searches for senior executives, diplomats and other key personnel moving to London from overseas and elsewhere in the UK, either on a short or long term basis.

We remove the need for companies to deal with multiple property agencies as we have access to the whole London market.

Bespoke personal searches are designed to meet each client's needs, whether for a long term corporate tenancy or short let.

Our relocation team will assist with all aspects of tenancy negotiations and help with coordinating the entire move.

We receive enquires from all over the world and have members of staff fluent in many languages.

Contact:

Duncan Blakelock
Lettings Director
020 8739 2023
dblakelock@kfh.co.uk



Residential Sales

At a glance

60 branches
across London

Annual property
sales of £4 billion

London-wide
coverage

In depth local
knowledge
and expertise

A barometer of
market trends

Significant annual
marketing budget

Unrivalled service

Exceptional results

The London residential sales market is one of the fastest moving and most competitive in the world.

With the balance between supply and demand changing at regular intervals, it is important to ensure you are receiving the most up to date and accurate advice when selling a property, investment or development.

From our extensive branch network across the Capital, we monitor and assess market trends quickly and accurately, enabling us to provide current, clear and considered advice to our clients.

With a significant annual marketing budget we provide the maximum exposure for our clients' properties. Through online media, major portals, our own award winning website and press coverage, thousands of enquiries are generated every week.

Our sales managers have an average service with the company of over eight years, and have predominantly been promoted from within. Their combined local knowledge, expertise and leadership skills are key to our significant share of the London market.

Contact:

Robert McLaughlin
Sales Director
020 7822 0266
rmclaughlin@kfh.co.uk



Base17, Walworth, London SE17

A development of 58 private apartments sold on behalf of Hill Residential and Guinness Trust.

Land and New Homes

At a glance

Dedicated land and new homes team

Partnerships with major developers, housebuilders and housing associations

Database of thousands of buyers and investors

Research and concise advice at all stages

In-house access to a broad range of specialist skills

Our land and new homes division works closely with our branch network to provide an enviable service to the London new build market.

Our comprehensive service is designed to meet and exceed the expectations of our clients, whether housebuilders, developers, local authorities or housing associations.

Whether focused on affordable housing, mixed use or complex luxury developments, our services include:

- Acquisition and disposal of land and development sites with or without planning consent
- Feasibility studies and market research
- Market value projections
- Marketing and sales advice
- Off plan sales and lettings
- Mortgage advice for buyers and investors

Our data helps provide us with current and detailed market intelligence, enabling us to advise clients on optimising revenues.

Working with our marketing team, we devise and execute highly targeted and cost effective marketing strategies.

Detailed reporting is of paramount importance to clients, and we ensure the content and frequency are agreed clearly, together with relevant KPIs, at the outset of each project.

Contact:

John East

Land and New Homes Director
020 3486 2250
jeast@kfh.co.uk



At a glance

Managed panel of
property solicitors

Bespoke packages
for housebuilders
and developers

Advanced approval
of documentation
to expedite sales

Agreed protocols
between panel
solicitors

Fixed
conveyancing fees

No move -
no fee guarantee

Conveyancing

Londonwide Conveyancing is a panel of leading London solicitors managed by KFH, completing thousands of transactions every year.

All panel firms specialise in the London property market and are handpicked for their expertise, speed and efficiency. With agreed protocols and service standards, all instructions are undertaken on a fixed fee basis, with no hidden charges and a no move - no fee guarantee.

Our dedicated management team at KFH monitors and ensures service standards across the panel are consistently achieved, and provide additional support to clients, agents and panel solicitors to help facilitate a smooth transaction in the quickest possible time.

Together with selected panel firms, we work with major new homes developers to advise and design bespoke packages at competitive rates including drafting of leases and the preparation and advanced approval of sales documentation.

Contact:

Emma Munday
Conveyancing Manager
020 8739 2092
emunday@kfh.co.uk



At a glance

Over 25,000 surveys completed annually

50 qualified chartered surveyors

RICS regulated

ISO 9002 accredited

Exceptional service standards and turnaround times

Approved panel surveyors for all major lenders

Commercial property acquisitions, sales and lettings

Lease extension valuations

Survey and Professional Services

KFH has one of the largest teams of qualified chartered surveyors and valuers in London, undertaking a comprehensive range of services for corporate and private clients, covering residential, commercial and mixed use property.

Survey and Valuation

Our surveyors and valuers undertake substantial volumes of work each year for most of the UK's leading mainstream and bespoke mortgage lenders, and enjoy a large share of the Greater London market. Work is undertaken strictly in line with RICS guidelines and geared to meet each lender's service level agreements.

We also undertake full building surveys, providing detailed reports and assessment of structure and condition for both residential and commercial properties.

Our specialist surveyors also advise on a range of other property matters including:

- Expert witness
- Schedules of dilapidations and condition
- Probate and matrimonial
- Leasehold enfranchisement
- Short lease valuations

Contact:

Robin Johnson
Managing Director,
Professional and Financial Services
020 8739 2051
rjohnson@kfh.co.uk

Commercial Property Services

As one of the Capital's fastest growing commercial property advisory teams, we provide investment, agency and professional consultancy services across London's core commercial property sectors, with specialist expertise in retail and leisure, office and industrial space.

Our experienced team has a strong track record of delivering targeted property solutions, providing advice on selling, letting, buying, renting, developing and investing.

Contact:

Richard Cleminson
Commercial Director
020 8739 2091
rcleminson@kfh.co.uk



Financial Services

At a glance

FCA regulated

A team of qualified mortgage consultants located across London

Extensive range of general insurance products

Bespoke protection advice

Specialist tailored buy-to-let mortgage products

Average nine days from mortgage application to offer

Our qualified mortgage and protection consultants are located across our London branch network, offering straightforward and expert advice to our clients.

Whether a first time buyer, experienced mover or buy-to-let landlord, our consultants have access to a comprehensive range of mortgage products from across the market.

Our specialist protection consultants also provide advice on life and critical illness cover, income protection and home insurance.

Directly authorised by the FCA, consultants are assisted by a dedicated compliance and support team, ensuring that our clients' mortgage applications are processed efficiently and in the quickest possible time.

We also work with our land and new homes division to secure mortgage funding for investors and buyers.

Contact:

Robin Johnson
Managing Director,
Professional and Financial Services
020 8739 2051
rjohnson@kfh.co.uk

We are authorised and regulated by the Financial Conduct Authority.
Property will be security for the mortgage.

Senior Management Team



Lee Watts
Group Managing Director
Founded KFH in 1977



Paul Masters
Group Operations Director
Joined KFH in 2001



Paul Allerton
Group Finance Director
Joined KFH in 1995



Carol Pawsey
Group Lettings Director
Joined KFH in 2004



Richard Benson
Managing Director,
Block and Portfolio Management
Joined KFH in 1998



Robin Johnson
Managing Director,
Professional and Financial Services
Joined KFH in 2009



Robert McLaughlin
Sales Director
Joined KFH in 1991



Lisa Mackenzie
Sales Director
Joined KFH in 1987



Julian Peak
Sales Director
Joined KFH in 2001



Derek Fletcher
Sales Director
Joined KFH in 2016



Esmee Jones
Lettings Director
Joined KFH in 2000



Duncan Blakelock
Lettings Director
Joined KFH in 2005



Sarah Mitchell
Lettings Director
Joined KFH in 2001



Simon Patton
Lettings Director
Joined KFH in 2010



John East
Land and New Homes Director
Joined KFH in 2001



Richard Cleminson
Commercial Director
Joined KFH in 1986



Anna Macleod
Group Technology
and Marketing Director
Joined KFH in 2012



Jasmin Athwal
Director of Talent and Development
Joined KFH in 2019

Our London Branch Network

- Acton**
145 High Street
W3 6LP
- Balham**
124 Balham High Road
SW12 9AA
- Battersea**
108 Northcote Road
SW11 6QP
- Battersea Park**
242 Battersea Park Road
SW11 3BP
- Bayswater**
186 Queensway
W2 6LY
- Beckenham**
Albemarle Road
BR3 5HZ
- Belsize Park**
38 England's Lane
NW3 4UE
- Blackheath**
25–27 Montpelier Vale
SE3 0TJ
- Brockley**
322 Brockley Road
SE4 2BT
- Bromley**
1 High Street
BR1 1LF
- Brook Green**
134 Shepherd's Bush Road
W6 7PB
- Camberwell**
17 & 19 Camberwell Church Street
SE5 8TR
- Canada Water**
Surrey Quays Road
SE16 7AQ
- Catford**
133 Rushey Green
SE6 4AA
- Chislehurst**
49 High Street
BR7 5AF
- Chiswick**
163–165 Chiswick High Road
W4 2DT
- Clapham Common**
30 The Pavement
SW4 0JE
- Clapham**
44 Abbeville Road
SW4 9NF
- Clerkenwell**
132–136 St John Street
EC1V 4JT
- Crouch End (S)**
36–37 Topsfield Parade
N8 8PT
- Crouch End (L)**
24 Broadway Parade
N8 9DE
- Crystal Palace**
15–17 Westow Hill
SE19 1TQ
- Dulwich Village**
39 Dulwich Village
SE21 7BN
- Ealing**
45 The Mall
W5 3TJ
- Earls Court**
243 Old Brompton Road
SW5 9HP
- Earlsfield (S)**
517–519 Garratt Lane
SW18 4SW
- Earlsfield (L)**
334 Garratt Lane
SW18 4EL
- East Dulwich**
107–109 Lordship Lane
SE22 8HU
- Finchley**
767–769 High Road
N12 8JY
- Forest Hill**
7a Dartmouth Road
SE23 3HN
- Fulham**
825–827 Fulham Road
SW6 5HG
- Fulham and Chelsea**
29 Effie Road
SW6 1EN
- Hammersmith**
180 King Street
W6 0RA
- Hayes**
4 Station Buildings
BR2 7EN
- Highgate**
58 Highgate High Street
N6 5HX
- Holland Park**
128 Holland Park Avenue
W11 4UE
- Islington**
298 Upper Street
N1 2TU
- Kennington**
292–294 Kennington Road
SE11 4LD
- Kingston**
55–59 Fife Road
KT1 1SF
- Lee**
1 Station Approach
SE12 0AB
- London Bridge**
44–48 Borough High Street
SE1 1XW
- Marylebone**
136 Baker Street
W1U 6UD
- Muswell Hill**
206 Muswell Hill Broadway
N10 3SA
- Peckham Rye**
48 Peckham Rye
SE15 4JR
- Putney Hill**
1 Putney Hill
SW15 6BA
- Queens Park**
49 Salusbury Road
NW6 6NJ
- Raynes Park**
5–9 Coombe Lane
SW20 8NE
- Southfields (S)**
244 Wimbledon Park Road
SW18 5RL
- Southfields (L)**
251 Wimbledon Park Road
SW19 6NW
- Southgate**
83 Chase Side
N14 5BU
- South Kensington**
29 Harrington Road
SW7 3HD
- St John's Wood**
41–47 Barrow Hill Road
NW8 7AH
- Streatham**
1 Leigham Court Road
SW16 2ND
- Sydenham**
313 – 315 Kirkdale
SE26 4QB
- Tooting**
58–60 Tooting High Street
SW17 0RN
- West Dulwich**
113 Rosendale Road
SE21 8EZ
- West Hampstead**
199a West End Lane
NW6 2LJ
- West Putney**
81–83 Lower Richmond Road
SW15 1EU
- West Wickham**
76 High Street
BR4 0NH
- Wimbledon**
49 Wimbledon Hill Road
SW19 7QW
- Head Office**
KFH House
5 Compton Road
SW19 7QA
Tel 020 8739 2000
Email ho@kfh.co.uk
- Land and New Homes**
First Floor
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SE1 1XW
Tel 020 3486 2250
Email newhomes@kfh.co.uk
- Block and Estate Management**
Nelson House
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SW19 7PA
Tel 020 3542 0200
Email propman@kfh.co.uk
- Commercial Property**
Nelson House
58 Wimbledon Hill Road
SW19 7PA
Tel 020 8739 2090
Email commercial@kfh.co.uk
- Chartered Surveyors**
Nelson House
58 Wimbledon Hill Road
SW19 7PA
Tel 020 3126 4813
Email surveyors@kfh.co.uk
- Property Solicitors**
Londonwide Conveyancing
KFH House
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SW19 7QA
Tel 0800 023 1800
Email propertysolicitors@kfh.co.uk
- Financial Services**
Nelson House
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SW19 7PA
Tel 020 8739 2060

For full contact details visit

kfh.co.uk/contact-us

