

Property broker offers bespoke UK service

Arabian Knights – and Ladies – have long been attracted to the pleasure of owning property in London or in many other parts of the world, whether as a family residence or as a solid financial investment. However, it is very easy to fall foul of the vagaries of the real estate market in London – and indeed in many other desirable

locations – due to a lack of first-class advice and local knowledge.

Dealing at arm's length from the Gulf leaves many potential purchasers at a disadvantage when it comes to securing that dream house or property investment overseas. Always there are the nagging questions: 'how can I be sure that the

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property is appropriate? And, in dealing with real estate agents, 'how can I know if I've got access to the best properties and the best deal?'

Kanoo International Property Broker is set to change this scenario by offering Gulf-based investors a property search and acquisition service that works for the buyer rather than the seller.

As Mike Topham, General Manager of Kanoo International Property Broker says: "We are property search consultants, so we act for the buyer as opposed to the seller so we are quite distinct from the traditional real estate agent – we don't hold property stock. We find out from our clients who want to invest in property or buy a property to live in: what type of building they are interested in, where they want it, what they want from it and then we will go and find it based entirely on their bespoke requirements."

Initially the company's sights are set on the UK and more specifically, London, which, as Topham says, is a "fiercely competitive market".

Indeed, many premium properties in London are not even advertised for sale and are bought and sold without interested buyers even knowing. This is where the company has a huge advantage with its network of partners in London, notably Garrington, who work closely with Kanoo International Property in getting access to the best property opportunities for its clients.

With a brief from the client the company will swing into action to secure the property at the

most economic price for the purchaser. Because the company works for the purchaser rather than the vendor there is no conflict of interest on the price, indeed the buyer will get well measured advice as to the real value of the deal.

However, the service does not stop at simply identifying a property for its clients. Kanoo International Property Broker is set up to negotiate the purchase and all of the legal entailments that go with the transaction. But that is just the start of what Topham is offering his clients in the region. "We want this to be a one-stop shop for our clients: That is to say we can do everything necessary for our clients – whether it be setting up an offshore company to house the investment, finance, a letting arrangement and management of the property to furnishing it and decoration, Kanoo International Property Broker will undertake the task."

This is potentially huge for Gulf investors who would like to secure property assets in a hard currency zone where there are significant obstacles for foreign investors who need expert guidance through the minefields of local officialdom.

It is this individual, bespoke, and most importantly local service that sets Kanoo International Property Broker apart from the real estate salesmen in this world. The business will be driven by personal contact and cultural awareness. "I want to build a long term, personal

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relationship with our clients," Topham continues. "Each client will enjoy a personal interview, at a time and venue of his or her choice, to determine his or her specific requirements. I am happy to fly throughout the region to meet clients and find out there specific needs and desires. We will then keep in close contact as the project progresses and build on the relationship so that our clients will, hopefully, stay with us in the future as we build a lasting and profitable future together."

This sentiment is reinforced by Mishal Kanoo, scion of one of the most respected, robust and dependable families in the region, who is the company Chairman for the venture. "Customer service is the key to this business, particularly for businessmen – and women – in the region who expect the best and are appreciative of high quality service," he says. "Also there is the inherent pragmatism of a business leader who has earned his spurs growing up in the Arabian Gulf. Property is a completely tangible asset. You can own it entirely. You can't lose it and nobody can steal it. The right property in the right location, purchased and managed with care is almost certainly one of the safest investments in the world."

Topham is a veteran of the property and mortgage industry in the UK and has held a number of board level positions with significant property experts over the years. He is particularly knowledgeable about the property market in his home country. However, through his numerous contacts in the wider world of property he is more than willing to offer advice to clients in the Middle East who may wish to invest outside of the UK and Europe.

So what will it cost one to buy that perfect property through Kanoo International Property Broker? Well, basic fees are as little as two-and-a-half per cent of the purchase price of a property rising to one million pounds. Beyond that level rates are negotiable. It seems a very small price to pay for the peace of mind that Kanoo International Property Broker can deliver. ■

