



Residential Sales Review 2018



RIB Market Overview



Robert Irving Burns have been established in the West End since 1962 and in that time have established themselves as one of the leading Residential Sales Teams in the West End. Whilst Brexit uncertainty has affected the foreign buyers' market, this shortfall has been offset somewhat by the domestic buyers and owner occupier markets which have grown to encompass a larger proportion of sales in the last year. In addition, despite the price decreases in many key West End submarkets, this correction has not prevented more realistic vendors from achieving prices similar to the original asking price.

However, the Residential Sales industry is also seeing record numbers of abortive deals with many purchasers looking for changes once terms have been agreed. This is an area of concern to the industry however this is primarily due to the situation with Britain's exit from the European Union with the uncertainty of not having a deal in place affecting all major purchases including homes.

In addition, the Residential Sales market has also shown signs of recovery in terms of activity when compared to 2017, albeit there has not been a significant upward adjustment in price. Here at Robert Irving Burns, our Residential Sales department has decades of experience in the West End property industry and have weathered many different changes in administration and governance, as well as a number of recessions. We are confident that faith will return in the residential property market once more vendors are realistic about the prices which they can achieve for their property, as well as once the uncertainty surrounding Brexit is resolved.

Part of our continued visibility and reputation in the market is our ambitious expansion plans which continue despite Brexit uncertainty. We have employed a number of new team members in all departments as we look to carry on the excellent level of service we provide to both new and existing clients.

Our Senior Sales Team

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A selection of properties sold in **2018**



**3, 5 Bernard Street, WC1
Bloomsbury**

One bedroom flat located on third floor of period building



**3 Harley Place, W1G
Marylebone**

Three bedroom house on long leasehold



**4, 58 Margaret Street, W1W
Fitzrovia**

Newly refurbished fourth floor, two bedroom lateral apartment



**3, 5 Berners Street W1T
Fitzrovia**

Two bedroom lateral apartment in recently developed period building



**6, 80 Great Portland Street, W1W
Fitzrovia**

One bedroom apartment in newly developed period building



**Capital House, 2, 7 Clipstone Street W1W
Fitzrovia**

Second floor one bedroom apartment in modern purpose built block



**6 Goodwood Court, Devonshire
Street, W1W
Marylebone**

Beautifully presented studio apartment with raised ground floor



**20 Kildare Terrace, W2
Bayswater**

Mid terrace freehold building comprised of five apartments



**Peters Court, Porchester Road W2
Queensway**

Three apartments sold in portered mansion block

A selection of properties sold in **2018**



**Flat 2, 58 Margaret Street, W1
Fitzrovia**

Newly refurbished second floor two bedroom lateral apartment



**Flat C, 17 Goodge Place, W1T
Bloomsbury**

Three bedroom duplex apartment in purpose built block



**16 Winsley Court, 37 Portland Place, W1B
Marylebone**

Two bedroom, two bathroom apartment with fantastic views



**32 King Regents Place, Fitzroy Street W1T
Fitzrovia**

Two bedroom 6th floor apartment in a bright, modern building



**3, 81 Great Titchfield Street, W1W
Fitzrovia**

Two bedroom two bathroom apartment with private courtyard access



**Apartment C, 58 Margaret Street, W1W
Fitzrovia**

Third floor apartment in brand new development



**Flat 6, 21-22 Nassau Street, W1W
Fitzrovia**

Recently refurbished two double bedroom apartment



**67 West One House, Riding House Street, W1
Fitzrovia**

Lateral one bedroom apartment with private roof terrace

About Us

RIB were founded in 1962 and the ethos of the business is the same today as it was when it started. The fundamental emphasis is of giving our clients a service they can rely on. A service that is as personal as their individual property needs and a service that is structured, professional and responsive.

Each member of the team in both the commercial, residential and management departments has specific responsibilities and experience, meaning that when our clients come to us, we can guarantee them expert-level knowledge of the markets they work in as well as the backing of a partner or senior staff member.

Our commitment is to our clients. To developing long-term, trusted relationships that both stand the test of time and, most importantly, give them the resources they need, both from a business standpoint and strategically, to make informed decisions across all aspects of commercial and residential property.

For more information, please contact us today.

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WE USE OUR LONG HISTORY AS REAL ESTATE ADVISERS IN THE WEST END, AND EXPERIENCE THROUGHOUT THE CENTRAL LONDON MARKET TO ACHIEVE THE BEST POSSIBLE RESULTS FOR OUR CLIENTS.

FITZROVIA ST PANCRAS MARYLEBONE
MAYFAIR **SOHO** COVENT GARDEN
ST JAMES CAMDEN BLOOMSBURY BAYSWATER
PADDINGTON LISSON GROVE **REGENTS PARK**
HOLBORN KINGS CROSS

PLEASE CALL US
FOR A **FREE** MARKET APPRAISAL