

PRIVATE OFFICE

KNIGHT FRANK



PROPERTY OPTIMISED

Let us explain how we can work
with you in just two words.

We know your time is precious, so this introduction to Knight
Frank's Private Office is as succinct as can be.



PERSONAL OWNERSHIP

A personalised service,
entirely dedicated to you.

A dedicated international team, we deliver a bespoke service for Knight Frank's most highly valued clients, which gives each and every client a single point of contact. With a one-to-one relationship, we ensure unrivalled personal accountability, responsiveness and understanding of your needs.



CLIENT CASE STUDY

Following a London-based Private Office partner travelling to Hong Kong to present in person, we secured this home for an Asian client. Four years later we sold it on for them with a guide price of £27.5m.

POWERFULLY ORGANISED

As specialists with proven track records behind us, we provide high-net-worth individuals, family offices and advisors with a cohesive approach to all property-related requirements. Buying, selling, renting, investing, residential, commercial – we handle everything for you, seamlessly.

We make connections on a global scale. Our clients benefit from eight Private Offices and Knight Frank's international network, with more than 20,000 people worldwide.



PROVENANCE OUTSTANDING

No one is more at home in
the complex world of property.

In working with us, you'll be in good company. Knight Frank's Private Office has a dominant market share in the world's super-prime residential markets. We participate in more than 41 per cent of property transactions over £20m in London, while our client list includes 34 per cent of Forbes' listed billionaires.

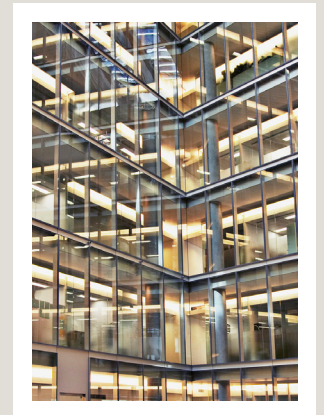
In 2023, Knight Frank was involved in £4.392bn of commercial investment deals in the UK and £3.224bn in Europe (total £13.17bn).

Many of our clients have been with us for decades and across two generations or more. We've seen their portfolios and requirements change, and we've advised at every step of the way.

ONE CLIENT'S JOURNEY THROUGH SIX YEARS WITH THE PRIVATE OFFICE



Family home purchase
London, UK



Acquisition of an office
investment opportunity
London, UK

2017

2018

2019

Introduction to
Knight Frank



Acquisition of a chalet to be used as a 'co-primary' residence
Verbier, Switzerland



Residential estate purchase
Hampshire, UK

2020



Portfolio valuation of residential properties
Dubai, UAE

2021



Knight Frank appointed as agricultural and estate managers
Hampshire, UK



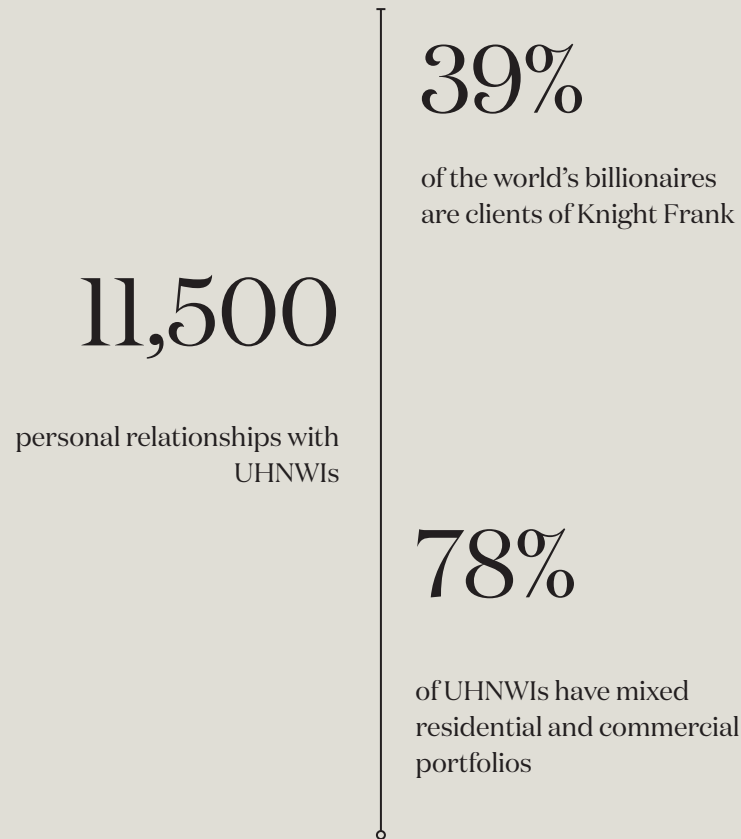
Disposal of a logistics portfolio
Frankfurt, Germany

2022



Knight Frank appointed to acquire an apartment for children at university
New York, USA

2023



PORTFOLIO OVERSIGHT

Breadth of experience
meets depth of knowledge.

While many of our transactions are confidential, these examples demonstrate how we approach a client's brief. Whether on-market or off, we never underestimate the value of discretion.



CLIENT CASE STUDY



In the space of three years, we helped this client make seven purchases, including properties in developments like The Whiteley (left) and Chelsea Barracks (above) in London, totalling £139m.



CLIENT CASE STUDY

We managed the off-market sale of the world's largest beef producer for AUD\$1bn. The attached land portfolio ran to 55,000 sq km – one and a half times the size of Switzerland.



CLIENT CASE STUDY

Following the acquisition of a prime home in central London, Knight Frank provided acquisition and debt advice to a client's family office for their first UK commercial real estate investment. The property is an office campus leased to a blue-chip tenant.

“Terra Firma appointed Knight Frank alongside Goldman Sachs to market our US\$1bn portfolio due to their access to non-traditional buyers via their global prestige residential business and billionaire network across multiple asset classes.”

ANDREW MILLER
VICE PRESIDENT, TERRA FIRMA

PERFORMANCE ORIENTATED

Every portfolio has different needs. We'll understand yours.

We recognise why and how property works for our clients, both as a family asset and investment vehicle. To support clients in strategic decision-making, we frequently work in tandem with family offices and close advisors.

The Private Office is a conduit to Knight Frank's wealth of specialised knowledge, curated to meet your requirements. No matter the question, we give you the tools to make the right choice.

PROGRESSIVE OUTLOOK



Trust our industry intelligence
to help you see the bigger picture.

With Knight Frank's research teams in play, we can offer a unique perspective on the property market at any given moment in time. From leading research on a global scale, to identifying the risks and opportunities across markets and asset types, we will find opportunities for your own portfolio that no one else will see.

The Wealth Report is Knight Frank's flagship thought-leadership publication, published annually since 2007. The report is the pre-eminent global perspective on private capital, prime property and investment.

“The Knight Frank Private Office opened doors as we built a London residential portfolio from the ground up. A trusted advisor, they navigated all angles of the UK market, from deal sourcing to financing through completion. By opening up once in a generation opportunities, they are a true partner in our success.”

PRIVATE OFFICE CLIENT
LONDON, UK

PRIME OPPORTUNITIES

A proactive partner in
optimising your portfolio.

We know clients expect early access – both to properties and opportunities. We unlock off-market purchases and recommend investments ahead of the pack. Day to day, we’re on hand as proactive advisors and confidantes.

“Single point of contact [POC] is a game-changer for those short of time and untrusting of too many advisors. I have worked with my high-net-worth Knight Frank single POC for over a decade. Whatever the location, whatever my needs, a single call is all that it takes. By way of an example; in the middle of the August holiday season, on four days’ notice, my POC jumped on a 14-hour plane journey to fly to the US to evaluate a home for our family. Without this single POC, the purchase would simply not be possible. It has kept Knight Frank loyal to me, and me loyal to Knight Frank.”

PRIVATE OFFICE CLIENT
LONDON, UK

“Our family has been working with the Private Office since 2016 and managed to complete quite a few deals, including purchasing, renting and buying a new build, and all that in London primary locations. All of them were huge successes due to the team’s professionalism and attention to detail. With the Private Office’s assistance our property market experience was easy and enjoyable - the team’s advisory support is of high quality and always useful. We are always happy to share the Private Office’s contact details with our friends when necessary.”

PRIVATE OFFICE CLIENT
LONDON, UK



CLIENT CASE STUDY

We oversaw the US\$50m sale of this French manor house in the Côte d'Azur, both the American vendor and European buyer were Private Office clients.

PASSIONATE OPERATORS

People who really care about
their clients; their objectives
and their trust.

Best in class in our field, Chairman, Rory Penn and Joint Head, Thomas van Straubenzee named Property Adviser of the Year at The Spear's Awards in 2022 and 2023 respectively

Your Private Office advisors:



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