



Ashford Property Consultants Ltd is an independent property consultancy based in London, United Kingdom. We offer a comprehensive range of services to property investors including sourcing, acquiring, developing, refurbishing, managing and selling commercial and residential properties.

Ashford Property Consultants

As an independent consultancy, we pride ourselves on developing long term relationships with our clients and providing them with a high degree of personalised service. By understanding our clients' unique interests and priorities, we are able to deliver high quality bespoke solutions in budget and on time.

Property Sourcing

Traditional estate agents in the UK work on behalf of sellers and are only able to market properties on their own books. Prospective buyers have to therefore spend considerable time and energy making multiple enquiries to search for a property that meets their criteria.

We save our clients time by identifying opportunities which suit their specific requirements in terms of location, price, size, and target yield or returns. A broad range of methods are used to source properties, including auctions, repossessions, agents, property databases, and private treaty. As we have been acquiring properties for a number of years, we also have access to opportunities that may not be available on the public market. We filter through possible opportunities and perform our own due diligence before presenting clients with options that best suit their requirements.

Acquisition

Acquiring a property in the UK can often be time consuming and frustrating. We can act on behalf of our clients throughout the purchase process to improve their property buying experience. This includes negotiating with agents or bidding at auction, forming an offshore company, organising legal and tax services and handling funds for exchange of contracts. It is also possible for us to arrange financing proposals from a variety of lenders.

Development and Refurbishment

It can be difficult for an individual client to source reliable and honest building contractors and to manage a project on site. We have considerable experience of refurbishing properties in a cost effective and efficient way. For development projects, we are able to project manage the entire process from planning to completion.

Our team of contractors are familiar with the levels of quality and service that we require, and can deal with any snagging issues after project completion.

Property Management

Our partners manage a portfolio of commercial and residential properties across the United Kingdom with an approximate market value of £100 million. As an independent company we can use multiple avenues to reach out to a greater number of tenants, ensuring that we achieve the best possible rental return. Clients find that we provide a more personalised and cost effective service than traditional lettings agencies, which have larger overheads and higher staff turnover than ourselves.

Our property management services include:

- Calculating and issuing rent demands, collecting rent and chasing late payers
- Negotiating rent reviews and lease renewals
- Arranging buildings insurance
- Dealing with tenancy issues, including arranging emergency repairs and services
- Monitoring and arranging payment of tax liabilities
- Checking on unoccupied properties

Property Sale

Before selling a property for a client we do our own research to determine a fair market price based on comparable opportunities. We then work through a variety of local agents to maximise the potential return to the client. Once a sale has been agreed, we can work with solicitors to facilitate the exchange of contracts and to see the sale process through to completion.



Key People

Ali Zaidi

Director

Ali has been investing in and following the UK property market for over five years. Prior to co-founding Ashford Property Consultants Ltd, Ali setup and managed ZP Management Ltd, a property management company. Before entering the property sector, he worked in the credit risk division of a Private Bank in London. Ali studied Mathematics and Finance at City University and graduated with a BSc in Mathematics from Brunel University in London.

Hussain Premjee

Director

Hussain has over ten years of experience covering a variety of asset classes, including global real estate. Between 2001 and 2005, Hussain worked in investment banking in both New York and London. He also manages Riz Capital Management Ltd, a consultancy providing high net worth clients with insights into financial markets. He has a BA in Political Science from Duke University in North Carolina, and an MBA from the University of Oxford.

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