

Press Release

London, 25th August 2017

Beauchamp Estates and Hanover Join Forces To Create London's Premier Bespoke, Premium, Property Agency.

- **London's premier luxury, ultra-prime estate agent and number one fee earner, Beauchamp Estates, has today announced that it has joined forces with luxury boutique estate agent Hanover West End.**
- **The Marylebone Office of Hanover will now become Beauchamp Estates Marylebone and the fourth London location for Beauchamp Estates.**
- **Alex Bourne and Richard Douglas of Hanover will be Directors of Beauchamp Estates Marylebone.**
- **This new venture will lead to coverage for buyers and sellers across prime central London.**

Beauchamp Estates Marylebone has been created through merging with Hanover West End, led by Directors Alex Bourne and Richard Douglas. Bourne and Douglas will stay on as part of the senior management team of **Beauchamp Estates Marylebone** and will retain the current Hanover West End team.

The Marylebone office will focus on Marylebone, Fitzrovia, Hyde Park Estate, Kings Cross/St Pancras and Paddington and will be **Beauchamp Estates'** fourth London location, after **Beauchamp Estates** Mayfair Head Office, **Beauchamp Estates** St John's Wood office and **Beauchamp Estates** Private Office, and its sixth office after international locations in France (Cannes), Italy (Florence) and Greece (Mykonos).

Beauchamp Estates, led by Founder and Managing Director Gary Hershman, Property Week's current number one UK agent, has an unparalleled reputation and record in the premium residential property market. Over the last forty years Hershman has grown **Beauchamp Estates** into one of the leading and most widely respected property and real estate agency businesses for luxury property. Through selective and focused development offices have been established in European centres of wealth and associates in New York and Israel.

Beauchamp Estates, who already cover the Marylebone area as part of prime central London, had seen their instructions from the expanding Marylebone and Fitzrovia market increase and were

looking to expand and secure an office presence locally. Alex Bourne and Richard Douglas built up their prime central London business over the last four years, having sold over £250 million of prime London property, and were seeking to move forward with a larger group, who shared their enthusiasm for London property, while remaining boutique and firmly focused on client needs, both for sales and lettings. While geographically close to **Beauchamp Estates'** main London offices on Curzon Street Mayfair, the unparalleled growth of the Marylebone market in the last five years, coupled with its distinct characteristics, make **Beauchamp Estates'** expansion in Marylebone a logical, timely and strategic move.

Gary Hershman, Founder and Managing Director **Beauchamp Estates** said:

"We are delighted to have been able to merge with Hanover West End. We believe that Alex and Richard are strong and professional and we are proud to have them as part of the **Beauchamp Estates** group."

Alex Bourne, Director of Hanover West End said:

"We are very proud of what we have achieved to date with the business: achieving record prices in prime central London including Marylebone, Holland Park, Mayfair and Belgravia, creating a dynamic team of focused property professionals, who will be moving with us to become part of **Beauchamp Estates.**"

Richard Douglas, Director of Hanover West End said:

"The opportunity to bring our experience to **Beauchamp Estates**, growing and expanding the company, and to work with Olga and Gary is an exciting prospect."

Olga Hershman, Director **Beauchamp Estates** – Private Office said:

"I am very pleased that we have been able to expand the **Beauchamp Estates** team with such experienced property professionals as a result of merging with Hanover. I look forward to working with the new team and welcome the fresh perspectives that Alex and Richard will bring, helping to ensure the continued success and growth of **Beauchamp Estates.**"

The new senior management team at **Beauchamp Estates** will comprise Gary Hershman, Managing Director, Olga Hershman Director, Alex Bourne and Richard Douglas, Directors of **Beauchamp Estates Marylebone.**

The merged business will handle instructions priced from £500,000 to £200 million and will have a London based staff of 23.

Beauchamp Estates is London's leading ultra-prime estate agency, with the highest number of instructions and contracts conducted in London for properties worth over £10 million and a portfolio of properties in excess of £2 billion.

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NOTES TO EDITORS

Images of the four Directors are available in the Drop Box below:

<https://www.dropbox.com/sh/vwqu71kg583so70/AAAzNnjzKRGXxWg42vbLoVyNa?dl=0>

Beauchamp Estates – Marylebone

Beauchamp Estates Marylebone is located at:

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London W1G 8NU
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All instructions currently offered by Beauchamp Estates can be viewed at www.beauchamp.com

Gary Hershman

Gary Hershman founded Beauchamp Estates in 1979. His passion, expertise and exceptional client base has helped Beauchamp Estates evolve into a leading multinational property firm. With a far reaching knowledge of the Residential market as well as that of Commercial Investment and Residential Redevelopment, Gary has been involved in the sale and acquisition of a number of land mark properties and buildings.

Alongside his passion for property Gary is well travelled and fluent in eight languages: an asset in building a loyal client base worldwide. Beauchamp Estates is privately owned, with Hershman very much 'hands on', providing continuity, expertise and enthusiasm.

Olga Hershman

Born in Russia, Olga Hershman has fifteen years experience in the Investment Banking and finance sector, gained at Credit Suisse in Moscow and then London, following which she worked for the Royal Bank of Canada heading up their Operational Excellence Team. Her area of expertise encompassed banking, finance, tax, compliance, auditing, and risk assessment

Having established an excellent network of professional contacts Olga joined Beauchamp Estates in 2012 setting up Beauchamp Estates Private Office. Her expertise and experience has been the driving force behind the development of the Beauchamp Estates Private Office where she is a Director. She is fluent in Russian, English, Italian and understands Hebrew.

Alex Bourne

Alex has worked in prime London residential property for nearly a decade, prior to which he was an actor. He started Hanover West End with business partner Richard Douglas in 2013: having established one of London's leading boutique estate agencies he joined Beauchamp Estates as Director in September 2017. Known for his enviable contact book amongst high net worth individuals, Corporates and boutiques companies, Alex has a strong knowledge of the prime Central London market and has successfully sold some of London's most exclusive homes to prestige clients, thanks to his passion, discretion and bespoke approach.

Richard Douglas

Richard's enviable sales record in the prime and super prime Central London property market has led to him being headhunted by a number of the world's most prestigious estate agencies. He has closed many of the capital's most valuable property deals with authority and speed, winning him awards for the most expensive sales and volume of instructions along the way. Since 2005, Richard has overseen the opening of several new agency branches and now brings his property knowledge, superb business acumen and sense of professionalism to Beauchamp Estates.

Beauchamp Estates

Founded in 1979, Beauchamp Estates is a multinational firm selling, acquiring, investing and letting exclusive residential and commercial property in prime central London on behalf of private individuals, landlords, investors, family trusts, developers and corporations, with overseas offices in the affluent destinations of Cannes, Mykonos and Florence, with associates in New York and Israel.

Privately owned for nearly 40 years, providing continuity, expertise and enthusiasm which has made Beauchamp Estates the property firm of choice for the rich and super-rich.

It is a testament to the skills of the business that Beauchamp Estates has become a market leader in terms of both the number of instructions and deals conducted in excess of £10 million, with the agency awarded by Estates Gazette and Property Week the position of number one firm in the UK for generating the highest income from successful deals per fee earner.

Delivered in a highly professional, personal and discrete manner, Beauchamp Estates provides clients with a comprehensive range of services:

- Sales
- Acquisitions
- Lettings
- Seasonal Lettings
- Corporate rentals
- New development
- Investment properties
- Commercial property

For further information please visit www.beauchamp.com

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Number One Agent for UK Residential Sales as listed by Property Week (2017)

Property Adviser of the Year 2016: Spear's Wealth Management Awards

LonRes Central London Sale of the Year 2017 (LonRes)

London's No. 1 Boutique Estate Agency 2017 (PrimeResi)