

ELIZABETH HARRIS,
managing director of EJ Harris

“**T**he lettings market is really busy at the moment. We have lots of good stock coming on and lots of tenants about. We recently put a flat on Pollen Street on the market and within minutes we’d had about 200 enquiries and it went to someone who hadn’t even seen the flat. They took it over the phone and paid six months rent in advance.

“It was amazing, but that’s what it’s a bit like at the moment. There’s lots of stock, but there isn’t much good stock – so when it does come on, everyone wants it. Everyone’s making asking price offers and more and more tenants are paying money up front to secure the best properties. They’re thinking

well, I’ve got the money, nobody’s earning any interest on anything anyway, I might as well just pay it.

“Mayfair has changed a lot. I’ve worked here for 20 years and when I first came here, it was like a ghost town. Now it has all the restaurants and shops and boutiques – it’s totally different and very desirable.

“It used to be Belgravia where everyone wanted to live. Now it’s Mayfair, because it’s fun and more on the edge. As well as old and historical, it’s funky and contemporary.”

