

Property people



Ayrton Wylie

Simon Ayrton and **Seamus Wylie** have worked in Belgravia since 1991 and founded Ayrton Wylie in 1999. The team of five are based on Lower Belgrave Street and pride themselves on offering “friendly, unpretentious and professional” advice. “We have great knowledge of the area and the clients who use us trust us,” Seamus says. “I think trust is the most important thing.

“There are too many agents who will overvalue to get the instruction and get the vendor's hopes too high, and then once they've got the instruction they will try and work them down. We don't believe in that. We'd rather be really honest and say, 'Listen – we know you'd like to think that it's worth £4 million, but hand on heart, it's actually probably worth nearer £3.5 million. We're more than happy to ask a bit more for you, but we must warn you that you may only achieve this [amount].' We have found that approach has gone down positively – but it's easier for Simon and me because we don't have bosses there on high telling us what to do.”



Wilton Crescent, £10.8 million,
ayrtonwylie.com