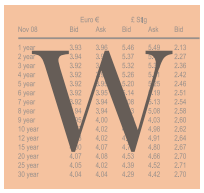

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‘The Realists View, From The Armchair’

Dear Reader,

Despite daily talk of recovery and world leaders setting out their first steps towards withdrawal of emergency support for the global economy, they have been warned the crisis is certainly not over.

Not withstanding the fact that in business amidst the daily recessionary news and reports we need to look for degrees of positivity, our approach is as realists which is why we can report that mortgage liquidity continues to remain scarce and priced at a premium. Even though there is the necessary positive talk of recovery we do not know in what form this will appear.

Throughout the financial press we are regularly reading news of new Banks coming in to the fold and the benefits of sourcing finance from the ‘Private Banking’ sector, additionally the more assertive approaches of certain Lender Banks including those state controlled. In this regard we can often coin the phrase ‘talk is cheap’, as we have a measured approach to assessing the lending market, it is always our absolute objective to deliver the correct view.

It is no surprise therefore that the requirement for independent representation, coupled with a sharp and keen understanding of the property finance market, is increasingly the choice of individuals and corporations trading in today’s market.

In the last year, at W. Coleman & Co. we have increased our senior consultants in recognition of our clients need for professional, discreet and capable representation.

Our client proposals have as a result broadened from the traditional private client residential and commercial property finance brokerage upon which the company was founded nine years ago.

With continued strong and focused representation on behalf of our private clients, we are raising significant funds on properties in other key locations in Europe. We have also broadened our asset base, raising finance and unlocking equity on luxury assets which include three recent briefs for super yacht funding.

Pressure on liquidity has also led to a number of strategic partnerships with investment managers, legal practices and boutique banks for whom we offer a white label service to their clients, supporting their 360 degree client proposition.

Long term we are aiming to develop our own sources of equity in the form of discretionary private client funds.

We see the next twelve months as both challenging and opportunistic.

Conscious that many of our clients only know us for a narrow sphere of activity we have developed a monthly newsletter which we will shortly distribute; designed to assist and inform our contacts and clients.

I hope that you find it useful, constructive feedback is always welcome!

Warm Regards

Wayne Coleman