

**MIDDLETON®**

ADVISORS

Acting for private clients in  
prime property markets

**2026/27**



"Our clients are,  
almost always,  
on the verge of  
a momentous  
decision."

*Tom Hudson & Mark Parkinson*  
Co-Founders

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We are an independent, employee-owned business of 30+ property professionals, dedicated to helping our clients realise their property ambitions. Since 2008, we have been advising private clients on buying, selling and holding prime real estate in London, the South of England and internationally.





## OUR SERVICES

Buy, sell and hold prime real estate

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Whether it's the acquisition of a long-term family home, selling a property that hasn't been on the market in generations, acquiring a pied-à-terre, investing in a country estate, or the purchase of farmland for commercial purposes – it is in these moments that opportunity must be maximised, risk minimised and professional advice presented clearly and dispassionately.

Our advisors are remunerated on the basis of a set of Middleton values, and not by commission. We believe this model is unique in the property world and guarantees that client satisfaction is the sole motivator for any of our people.

£1.7bn

transactions  
since 2008



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**"Of particular appeal to me was Middleton's independence – the fact they have no ties to any agency."**

**Robert Pollock**

### **BUY**

There is a series of critical processes in the acquisition of prime property – whether in London, the country or internationally – including brief-building, search, short-listing, negotiations and completion. Less tangible, but equally important, is a network of contacts with whom mutual trust has been established over many years.

### **SELL**

Our experienced London sales advisors have spent their careers developing an unrivalled network of London buying agents, brokers and individual purchasers. This enables us to offer private clients a highly-personalised, strategic approach to marketing and selling London property.

### **HOLD**

When you hold property over the medium to long-term, it's important to ensure you derive maximum enjoyment, value and returns. Our Estates & Special Projects department not only advises on the acquisition of estates and land, but also on how to optimise your holdings over an extended period.



# LONDON BUYING

Premium residential property in the capital

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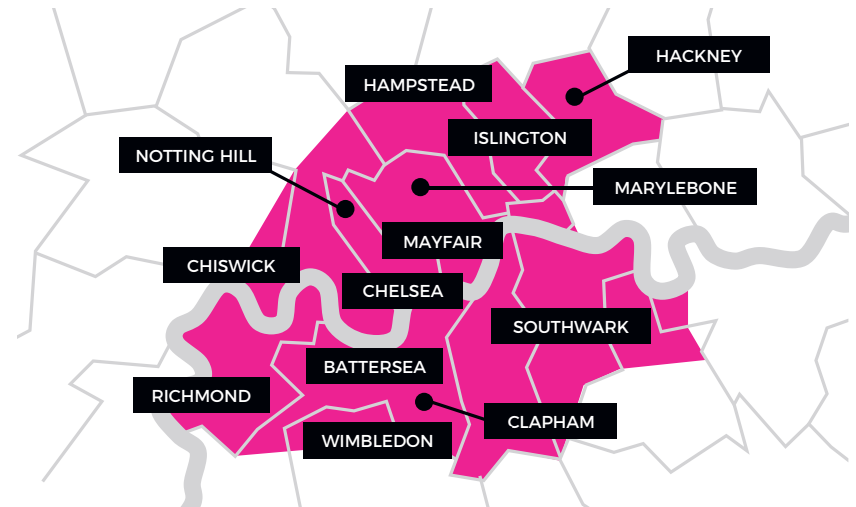
We specialise in acquiring residential property in London's most prestigious postcodes.

Typically, one in four London properties is bought off-market. For purchases above £2m the proportion is higher still.

This proliferation of private transactions makes it increasingly difficult for buyers in the capital's premium postcodes to gain a complete view of the available properties.

And it places a huge responsibility on your buying advisor to identify potential purchases, and to assess value.

Whether moving within London, or buying here for the first time, Middleton clients benefit from access to the best properties - both on and off-market.





We couple this with the highest levels of advice and service across the full journey – from short-listing, through negotiations and completion.

We specialise in acquiring family homes, apartments and pieds-à-terre across London's most desirable neighbourhoods. And we've made it our business to understand the character and the nature of each of these 'villages' because our clients' briefs – in terms of location, property-style and motivation – are as diverse as London itself.

Whether you are buying for life, for lifestyle or for investment, we bring an unrivalled knowledge and understanding of prime London residential property and a service ethic that puts our clients front and centre at all times.

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**"Exchanging contracts in just 12 hours could have been very unnerving if we hadn't had total faith in Middleton's skills."**

**Mark Brooks-Wadham**



# COUNTRY BUYING

Premium residential property across southern England

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We'll stay with you, from the initial search, through offer, negotiations and completion.

England's most desirable, rural locations have one thing in common: demand is nearly always greater than supply. In this highly competitive environment, buyers need to refine their search, develop a clear buying strategy, stay abreast of available properties – even when off-market – and

then judge how best to offer, exchange and complete, in order to secure their ideal property. We have been supporting you on this journey since 2008.

We take time to understand your aspirations, concerns and priorities before supporting you throughout the buying process.





**"It was a fantastic experience, and we would not have got the house without Middleton. We hadn't used a buying agent before, and I was sceptical as to how it would bring value, but we were completely converted."**

**Steve Gorman**

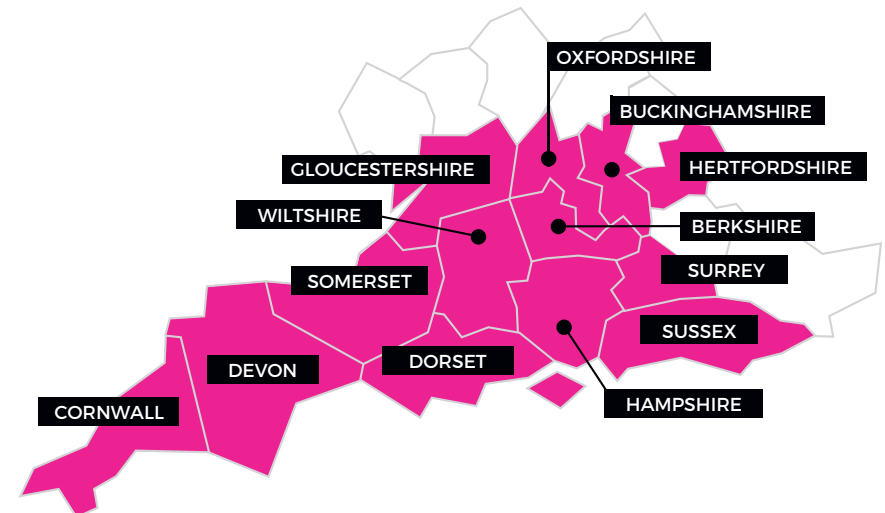
Middleton clients benefit from the local expertise, professional advice and exceptional service levels of our country buying advisors – all of whom are focused on successfully realising your property ambitions.

While prime residential countryside property can be characterised as a 'seller's market', we rarely advise clients to give in to the pressure to rush in. This places a premium on remaining patient, astute and decisive.



This is where our network of contacts and the unique levels of trust we've nurtured over many years and across many deals pay dividends. Together we'll identify the right property.

Just as important is our ability to strategise, negotiate, and stay with you from your first offer through to completion and, in many cases, beyond.







"I've been really impressed by the professionalism, care and attention to detail. They were diligent, creative in approaching our brief, and very respectful. They're obviously used to dealing with people who don't have huge amounts of time. They took responsibility, making decisions for us – which is a difficult thing to get right."

*Simon Mottram*

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# LONDON SALES

We specialise in private sales in premium postcodes

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## Why sell privately?

Our highly personalised, strategic approach ensures you will achieve the optimum price.

When you buy a property, even if it is your home, it is an investment. When you sell, you are realising that investment, and so you will always want to achieve the best possible price.

At the same time, the process must be professional, respectful and efficient.

You want your advisor in your corner, protecting your interests at all times, shielding you from onerous admin, keeping you up to speed with developments and nurturing positive working relationships with potential buyers and the professional advisors of all parties.

80%

off market  
transactions  
over £5m







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**"Middleton showed the depth of their knowledge. We had a pretty granular discussion of the market in a way that other agents just weren't able to do."**

**Ruben Bhagobati**

It's also our experience that achieving the highest or best price depends not on flattery, but on strategy. So we won't give you an appealing valuation to win your business, we'll give you a carefully considered recommendation of where we will open, and where we expect to close.



With more than three-quarters of London's £5m+ transactions conducted off-market, sellers are asking themselves a simple question: how can I be certain of realising full value for my property when it may never be tested on the open market?

Our highly experienced London Sales team has spent their careers developing relationships with London's buying agents, brokers and individual purchasers – collectively, an unrivalled network representing the 'buy side' of the premium residential market.

This enables us to offer Middleton clients a highly-personalised, strategic approach that reaches the right buyers and delivers a discreet, timely sale and confidence that you will achieve full value. This may include taking an open-market approach – particularly if speed of sale overrides considerations of maximising price. But we more often find that one qualified, ready-to-go private buyer is just as likely to effect a quick, efficient sale as the multiple, unknown quantities that the open market can elicit.

# ESTATES & SPECIAL PROJECTS

Sourcing and optimising estates, land and lifestyle

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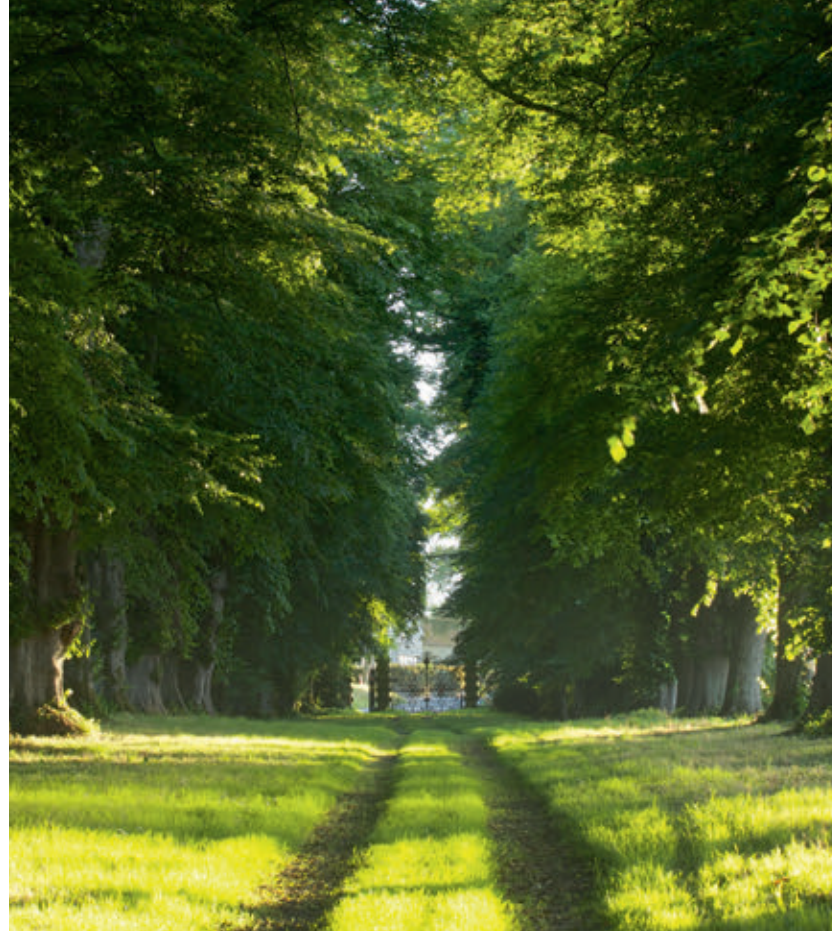
When you hold prime property over the medium to long-term, it's important to ensure that you derive maximum enjoyment, value and returns.

We recognise that becoming the custodian of a rural estate is often just the starting point of a significant journey encompassing wide-ranging interests and aspirations relating to your family, your business and your legacy.

Estate searches and projects of this nature require different data points and highly specialised experience and insight. Our co-founders – Tom Hudson and Mark Parkinson – each have more than 20 years' experience in this specific field.

97%

off-market  
transactions  
since 2020







## ESTATE ACQUISITION

**‘Trophy’ estates.** That encompass a significant principal manor house, multiple residential and/or working farm buildings and land holdings do not come to the open market. Our contacts are vital in this rarefied sector of the market.

**Farmland.** While the changes to Agricultural Property Relief (APR), which are due to come into force from April 2026, have changed the picture regarding Inheritance Tax, owning rural land – whether for continued use as farmland, change of use for hospitality, for rewilding, or simply for lifestyle and pleasure – remains a powerful aspiration.

**Sporting estates.** While most estates have some sporting element, we regularly advise on this specialised market sector where the primary focus is on acquiring land for grouse moors, for example, or stretches of river for fishing.

**International markets.** Special Projects also encompass both buying and selling in select international markets. We work with known and trusted contacts, primarily in western Europe, ensuring that Middleton’s service values are consistently applied.

## STRATEGIC ADVICE

We act for a number of estate owners as **Trustee**. This generally involves establishing estate management structures, and proactively managing teams of lawyers, tax and financial advisors, architects, planners, estate managers and staff.

**Family office.** A similar, though less formal, role to acting as a Trustee, providing advice specific to the property and land elements of the portfolio.

**Market appraisal and due diligence.** Occasionally, a client may have acquired or inherited land outside of Middleton’s remit, and will commission us to assess and advise on value, and divestment strategy.

## High-level estate management.

Supporting the senior estate management team we can advise on matters such as development, changes of use, staffing, optimising revenue and cost-control, tax and grant advice.

**Sale management.** The complex process of selling an estate or country house can consume vast amounts of your time, energy and emotions. We regularly manage estate sales from appointment of an agent through to attended completion – saving you time, stress and usually money too.

# THE MIDDLETON WAY

Trust. Diligence. Local Expertise.

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## TRUST

The greatest compliment you can pay any organisation is to recommend it to your own contacts and friends. Since opening our doors in 2008, 90 percent of our new business has come from referrals and continued relationships.

## DILIGENCE

Not just due diligence that uncovers a local planning application or a disputed boundary. The sort of diligence that gives us access to off-market business. The tireless attention to detail to ensure every potential buyer or seller is treated as an individual. The sort of diligence that you might not think you need...until you experience it.

## LOCAL EXPERTISE

Over the last 18 years, Middleton's advisors have acquired an encyclopaedic knowledge of prime residential property. Our instincts for value, opportunity and lifestyle-fit are supported, always, by the certainty that comes from exhaustive research and in-depth experience.

"We are not only satisfied clients, but delighted clients. Trust is so important, and Middleton delivered on everything they told us they would do."

**Bob & Mindy Rich**

90%

of our  
business  
is by  
referral



# OUR PEOPLE

Professional advice and outstanding service

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Each of our advisors is an expert in their own right – on property as a profession but also in the specific geographic area they cover.

Working in teams ensures that we have every angle covered – years of experience, extensive networks, the ability to unearth off-market properties and private sales, finely-tuned negotiating skills, and scalable bandwidth to meet the inevitable pressure-points of complex property transactions.

We want you to feel you aren't over-reliant on an individual, and can rely on the complementary skills, experience and resources of a team.

**It's the Middleton way.**

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*"Their expertise, local knowledge of the market, agents and our opposition was astounding."*  
**Jeremy Trinder**

## MEET THE TEAM

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Country  
Buying



London  
Sales



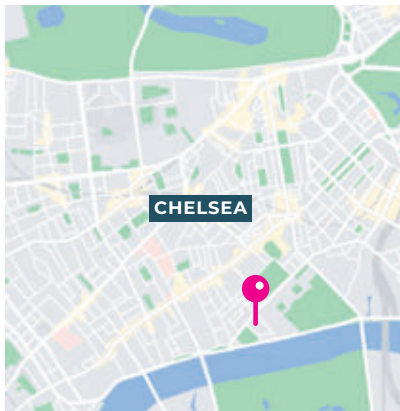
London  
Buying



Estates  
& Special  
Projects

# OUR LOCATIONS

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## LONDON OFFICE

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41 Paradise Walk,  
London, SW3 4JL

London:  
+44 20 7404 9442

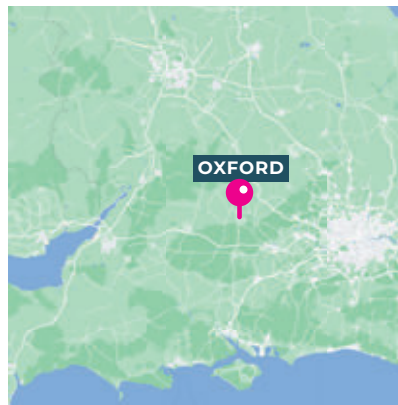
## COUNTRY OFFICE

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Bee House, 140 Eastern Avenue  
Milton Park, Oxfordshire, OX14 4SB

Country Buying:  
+44 1235 436 270

Estates & Special Projects:  
+44 1235 436 270



"Middleton were outstanding right from the first conversation we had until we'd finished the process – very professional and with great integrity to the extent that it restored my faith in the real estate business."

*Chris Townsend*

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@middletonadvisors #middletonadvisors

[middletonadvisors.com](http://middletonadvisors.com)