

# FORTEM PROPERTY

*A multi-disciplinary real estate company*





## Our history and ethos

**Fortem Property is a multi-disciplinary advisory company. We represent clients in all aspects of acquiring, letting, managing and disposing of property across the UK.**

We launched Fortem in 2021 via the merger of two successful businesses. In doing so, we set out to offer clients something new and different: better opportunities in the market, greater responsiveness, and ready access to genuine, honest advice.

## A trusted partner

**We've made reliability and discretion the cornerstones of our business. We promise capability, experience and an unwavering customer focus: qualities that deliver outstanding results for our clients.**

We also understand the importance of accountability. That's why the personal touch matters. As a client, you can expect us to:

- Be available whenever you need us
- Take the time to understand your needs and priorities
- Deliver thoughtful, bespoke support
- Work quickly, efficiently and responsibly
- Be clear and open at all times

# Meet the team

Work with us and you'll enjoy the backing of a single, highly accomplished team. We combine experience from a host of sectors, including property management, finance, construction and marketing. We work hard and we do it with enthusiasm, drive and integrity.



**DARREN BENNETT** Co-Founder and Managing Director

Darren co-founded the business with Omar in 2020. He's been supporting international clients in the UK real estate market since 2012. He's worked with a host of developers, landlords and investors, and this experience has given him an excellent, all-round understanding of how to achieve success with property.

Contact: [Darren@fortemproperty.co.uk](mailto:Darren@fortemproperty.co.uk) | +44 7824 323 462



**OMAR AL MUTAWA** Co-Founder

Omar, our other co-founder, brings significant experience to the company. He has spent well over two decades working in the financial and real estate sectors, and he's a chairman and board member of several companies across the Middle East. But like all of us here at Fortem, he's about more than just business. He's been instrumental in providing and organising volunteer work throughout Kuwait and delivering academic training at the Arab Open University.

Contact: [Omar@fortemproperty.co.uk](mailto:Omar@fortemproperty.co.uk)



**MELANIE KYRIACOU** Head of Property Management

Melanie was one of the first to join our company and she's worked her way steadily up the ranks. She started as a property manager, in which role she provided round-the-clock support for our clients and their tenants. Since then, she has become an invaluable team player and, in 2022, she was promoted to her current position, having proven her talent for management. Melanie is the principal point of contact for all our landlord clients.

Contact: [Melanie@fortemproperty.co.uk](mailto:Melanie@fortemproperty.co.uk) | +44 7591 835 524



**CHARLIE BLURTON** Head of Lettings

Charlie has spent the majority of his career working in the Prime Central London property market. With a wealth of experience and enthusiasm, he provides in-depth consultative advice at all stages of the lettings process, allowing for seamless transactions from beginning to end. He has NFOPP qualifications in Residential Lettings and Property Management, and is a member of the professional body, ARLA Propertymark.

Contact: [Charlie@fortemproperty.co.uk](mailto:Charlie@fortemproperty.co.uk) | +44 7512 316 535



**SERENA SANGHA** Property Manager

Serena initially joined our sales progression team before re-joining us within the property management function, working as a property administrator. Prior to joining Fortem, Serena worked with a number of estate agencies, supporting sales progression and client liaison. Her work ethic and commitment to learning make Serena a key figure within the company.

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**AMELIA NICHOLLS** Personal Assistant

Amelia joined us in March 2022, by which time she had already gained over a decade's experience in the real estate sector. She has particular expertise in business support activities and is used to working with clients and colleagues at a senior level. Her principal roles include assisting the directors and providing support across all the company's administrative and managerial activities.

Contact: [Amelia@fortemproperty.co.uk](mailto:Amelia@fortemproperty.co.uk) | +44 7591 834 764

# Property management

**Property management has always been one of our principal strengths. For landlords, institutional investors, property developers and others, we offer advice and support to cover all aspects of UK residential property. That can include everything from helping you to devise a market-focused rental strategy to providing active support with a host of practical issues.**

## **Responsiveness**

Landlords need to be available 24/7 to resolve important issues quickly. Managing a property from a distance isn't always good enough for modern tenants. That's why appointing a management company makes sense: it ensures a reliable and effective response without making demands on your own valuable time.

## **Accountability**

If you're not absolutely sure that you can identify the cause of an issue quickly, it's best to get expert help. Knowing when to seek support, and who's best placed to provide it can save time and money, and keep your reputation well protected.

## **Cost and Security**

Self-managing doesn't necessarily mean saving money. Failures in areas such as marketing and legal compliance can carry a heavy cost so it's often more efficient – and far less personally demanding – to appoint an agent that can stay on top of everything for you.

**In all cases, it's our role to eliminate void periods and to maximise your rental returns. That's true whether we're assisting with a single property, a residential block or an entire development.**

**When you work with Fortem Property, you'll have your own dedicated Property Manager assigned to you. You will then have access to our complete range of services – which includes:**

## **Pre-tenancy**

- Preparing tenancy agreements
- Right to Rent checks
- Arranging annual Gas Certificates
- Carbon monoxide alarm-checking
- Arranging any pre-tenancy works/cleaning
- Checking inventory
- Access to our solicitors panel for legal advice

## **Maintenance**

- Pricing and arranging repairs
- Access to special contractor rates
- Performing interim inspections
- Tenant liaison
- Providing an 'out of hours' contact for emergency repairs

## **Tenant Finding**

- Market appraisals
- Producing marketing materials
- Advertising your property on the major portals
- Discounted marketing via an approved panel of agents
- Special lettings agent rates/no renewal fees
- Negotiating terms of tenancy
- Reference-checking

## **Rent**

- Collecting rent
- Recovering arrears
- Arranging tenancy renewals
- Holding tenant deposits (registered TDS scheme)
- Assisting with deposit disputes

# Advice and acquisition

**We advise on acquisitions of all kinds, from apartments to holiday homes; from land to entire developments.**

As an experienced buyers' agent specialising in the UK residential property market, we can offer our clients expert help with:

- Local market intelligence
- Ongoing support and management
- Negotiation and purchasing
- Due diligence

We'll support you throughout the entire process, from research and sourcing, right through to structuring, negotiating and acquiring. Our team is there to act on your behalf and to advise you at every stage.

# Property consultancy

**We earn our money by thinking proactively on your behalf, seeking opportunities to increase your returns and, in many cases, considering issues and opportunities that others might miss.**

We advise on the entire process from acquisition, letting and management to disposal and everything in-between.

- Advice on portfolio structuring and development
  - Market intelligence and research
  - Advice on lettings and management strategies
  - Finance, sourcing and comparisons, including Islamic and Sharia finance
  - Asset management and refurbishment
  - Advice for developers, including sales and exit strategies
- Our professional network extends to:
- Tax and legal advice
  - UK banking
  - Company formation and structuring



**TO FIND OUT MORE,  
PLEASE CONTACT US TODAY**

**FORTEM PROPERTY**

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Acquisition and Disposal  
Advisory  
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Lettings and Management