

Harrods Estates
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HARRODS ESTATES
LUXURY PROPERTY AGENTS

Established 1897

Michael Harte

Sales Negotiator, Harrods Estates

Summary:

Michael is an experienced and qualified sales negotiator with over 10 years' working in prime real estate in London.

With parents as property developers, a career in the property industry was inevitable. Starting as a letting negotiator in Brook Green and West Kensington, he soon built a reputation as a hardworking and determined young man.

In 2006, Michael moved to Blenheim Bishop Estate Agents in Mayfair where he began a career in prime real estate. When Pastor Real Estate acquired Blenheim Bishop in 2013, he remained with the company for a further two years. During his time at both companies, he exceeded targets in both lettings and sales and trained new starters at the firm.

Before his move to Harrods Estates, Michael spent a year as an associate with Savills in their Westminster office, dealing with a wide array of residential stock. Once again he met company targets and delivered exceptional service to purchasers and vendors alike. Michael has excellent negotiating skills and ability to communicate lucidly, irrespective of cultural barriers, which makes him well placed to deliver the level of service expected at Harrods Estates.

Experience:

Associate Residential Sales Negotiator for Savills PLC
Westminster

Senior Residential Sales and Lettings Negotiator for Pastor Real Estate and Blenheim Bishop in Mayfair, working over 8 years in the W1 postcode

Started his residential career as a lettings negotiator for estate agents in the Brook Green / Kensington Olympia areas

Starting his professional career for American Bank One, Warren Street, London

Direct dial: 020 7225 6509

Email: michael.harte@harrodsestates.com

Education:

Studied at London Oratory
School and College

Specialist Skills: Carry out viewings with prospective purchasers and manage clients across all price ranges

Understanding needs and managing expectations

Manage sales to exchange and completion of contracts through negotiating whilst giving best advice to clients at all times in a professional manner

Assist with pitching

Excellent organisation and efficient time management, including the ability to meet tight deadlines

Additional Information:

Association of Residential
Lettings Agents

In 2005 become a qualified
licensed ARLA agent

National Federation of Property
Professionals

In 2014 achieved the NFOPP
level 3 award in the sale of
residential property (QCF)

