

RICHARD & SOPHIE ROGERSON

RFR

It has been another successful year for RFR – crowned Property Adviser of the Year at the Spear’s Wealth Management Awards 2018.

The firm has become an established fixture of the private client world, holding its own in the face of competition from some of the longest-standing names in the industry with an enviable – and discreet – client base.

Notwithstanding the obvious market difficulties, the firm has advised on some highly significant acquisitions this year, often in relatively challenging transactional circumstances. ‘This plays to our strengths,’ says the much-trusted Richard Rogerson, ex-Macfarlanes’ partner, CEO of RFR and one half of the husband-and-wife team that founded the business.

Richard explains to Spear’s that his grounding at a top law firm and experience in dealing with the particular demands of private client work has shaped his understanding of what RFR’s clients want. ‘We enjoy advising on high-value, complex acquisitions, where our clients expect a level of expertise and service on par with that of their other professional advisers,’ he says. ‘They want their advisers to work seamlessly as one team.’

Industry peers single out Sophie Rogerson – who is head of search and a fellow Macfarlanes’ alumni – for particular praise. She is ‘super-bright, and combines this with market knowledge as well as emotional intelligence,’ says one observer, while a senior lawyer notes, that ‘clients love her.’

As the firm moves into its 10th year, it has become a ‘go to’ adviser for many of the leading private banks, private client law firms and accountancy firms. At the helm, Richard and Sophie are highly regarded in the private client industry. Observers praise their professionalism, market knowledge, work ethic and their ability to provide a technically proficient service – something that’s becoming increasingly important in a complex market.

Sophie is excited about the year ahead. ‘We will go into the new year with a great roster of clients who understand the value of using a buy-side adviser,’ she says.

‘Clients see through the generic market data which, whilst helpful to show trends, should be used with caution’ notes Richard. ‘Clients want access to the best properties – and clarity on value in this diverse market. They want experienced negotiators and a team that can manage the increasingly complex transactional components.’ This is RFR in a nutshell.



CITY
LONDON

CATEGORY
PROPERTY
ADVISERS

COMPANY SIZE
BOUTIQUE

EMAIL ADDRESS
SOPHIE@RFRPROPE
RTY.COM

WEBSITE
[HTTPS://RFRPROPER
TY.COM/](https://rfrproperty.com/)