



Richard and Sophie Rogerson

RFR

Outstanding in field

Firm size: *Boutique*

Focus: *Cross-discipline, advisory*

Richard Rogerson - *Spear's* 2018 Property Adviser of the Year – is quietly confident. From some pretty gloomy moments in early March, the firm is on track for its best ever year. ‘The pandemic has reaffirmed the importance of our homes’ he says. ‘At the same time it creates much needed barriers to entry in an industry often plagued by inexperienced finders seeking a quick buck.’

It should be ‘obvious’ despairs Richard but buyers of prime and super prime properties need experienced professional advisers (the former Macfarlanes partner set that bar ‘pretty high’). He and Sophie have the ‘contacts and credibility’ to get access to the best properties, and a proven track record for completing complex transactions, even in the most difficult circumstances. ‘With the era of high liquidity long since gone, making mistakes in the prime and super prime markets is costly,’ says Richard.

“The firm itself has become established as a market leader”

Notwithstanding their strong client book, Richard remains cautious. When *Spear's* catches up with him, Covid-19 restrictions are being reintroduced in the UK, and infection rates are rising alongside the dreaded ‘R’ rate.

‘We expect many to hunker down, reducing stock levels further and deterring many international buyers from travelling,’ he says. ‘Buyers will continue to be needs-based rather than discretionary, and competition for good stock will remain fierce (trading mostly via off market channels). RFR has been ‘fortunate’ to advise some ‘truly exceptional’ clients this year.

‘This matters to us - while our expertise is property, our success is down to the type of clients we attract,’ he says.

‘Working with incredible families and individuals who are leaders in their fields is a huge privilege and responsibility.

“Outstanding in field”

Leading private client lawyers commend Richard’s ‘exceptional communication skills’ and ‘grasp of the detail’ while peers single out Sophie as ‘superbly knowledgeable’, a ‘calm and effective negotiator’ who earns her ‘clients love and trust in equal measure’.

Associate director Daisy Page is also mentioned in dispatches as ‘an absolute gem’ ‘smart, hard-working and very effective’ and ‘certainly one to watch in the years ahead’.

What’s more, the firm itself has become established as a market leader.

“Richard and Sophie are wonderful people; you can’t find a better service. They are very highly thought of”