

Nicholas Ridley

Managing Director NCREal Estate Consulting and Past President of the British Council for Offices

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Summary

Nick is an accomplished property advisor. He puts his client's best interests foremost with clear and unequivocal advice. He sets high ethical and practice standards and has integrity.

Nick has the benefit of 30 years' experience of the London property market and with a strong emphasis on Office property.

He has also advised overseas in the USA, Europe (Ireland, France, Belgium, Spain, Portugal, Finland, and Switzerland), Russia (St Petersburg and Moscow), Georgia (Tbilisi) and Kazakhstan (Almaty).

He is available for consulting positions on:-

- Property development services - primarily office driven,
- Advisory - in regard to team leadership on development propositions,
- Commercial property transactions both for occupation and investment,
- Strategic consultancy advice to real estate service providers,
- Non-executive and other board-level advisory positions
- Strategic advice to occupiers on optimisation of efficiency and value in the workplace,
- Business development strategies in the property industry,
- Applied networking,
- Thought leadership strategies.
- Environmental and energy matters,
- Teambuilding,
- Personal and team coaching,
- Delivering seminars,
- Public Speaking,
- Chairing of seminars and events.

Nick is a Past President of the British Council for Offices (2008-2009) www.bco.org.uk and he organised their successful 2008 annual conference in Brussels.

Nick is a member of the Urban Land Institute and is presently engaged in helping them formulate their new Less-En project, he is a Fellow of the Royal Institution of Chartered Surveyors, he remains a Board Member of the British Council for Offices and is a member of British American Business Inc.

(BABI). He has been involved with Building Owners and Managers Association (BOMA), British Property Federation (BPF), Investment Property Forum (IPF), Bank of England Property Forum, Property Industry Alliance (PIA).

Nick is Managing Director of NCREal Estate Consulting Limited.

Specialties

Real estate acquisition, disposal, strategic planning, marketing, development, teambuilding of advisory groups.

Experience

Managing Director at NCREal Estate Consulting Limited

January 2009 - Present (2 years 7 months)

I am involved with major office dominated mixed use development projects. I work primarily in the UK but also internationally. In particular have had involvement with major projects in Russia and a number of CIS countries. My market orientated work is in London and my consulting work takes me to all parts of the UK. I give strategic advice to occupiers, investors, fund managers, property companies and property service firms and help evolve and undertake business development strategies. I am an active networker within the property industry and in business. I take a holistic view of property by taking an active interest in Cities, markets, sustainability, carbon, structures, construction, occupiers, finance, workplace strategies and business methods.

21 recommendations available upon request

Past President at British Council for Offices

2008 - 2009 (1 year)

I was President from July 08-July 09, my primary agenda was to refocus the organisation on a member service agenda, we evolved and rolled out the new research portal, we delivered the 2009 specification guide, evolved further the international outlook of the organisation, evolved a young persons group - Next Gen - and as ever with Presidency continued to build on past successes.

11 recommendations available upon request

Executive Director at Colliers CRE

September 2003 - January 2009 (5 years 5 months)

Colliers asked me to revitalise the West End Agency function, and then to create and lead the Central London team. I was instrumental in establishing the Colliers Offices research function including in particular introducing the concept of Net Stock Absorption to London and major regional cities.

1 recommendation available upon request

Director at CB Hillier Parker

November 1999 - April 2003 (3 years 6 months)

CB Hillier Parker asked me to reinvigorate the West End Agency team and to double revenues in 2-3 years. With my hardworking and talented team we achieved this in one year. I was asked then to lead the Central London team which was a multi disciplinary property advisory team of 60 people. This team included, agency, investment, planning and lease consultancy teams.

Partner at Cushman & Wakefield

October 1982 - October 1999 (17 years 1 month)

From 1982 to 1999 I worked exclusively in West End Office Agency and Development and undertook professional work (Rent reviews and Lease renewals) also. I became a Partner in 1988. I worked for some inspiring and market leading people within the company including Sir Brian Goswell, John Wills and Paul Orchard Lisle.

Graduate trainee at Savills

August 1980 - June 1982 (1 year 11 months)

Started my graduate training here.

Education

Oxford Brookes University

BSc, Estate Management, 1977 - 1980

Activities and Societies: Arts Society (Treasurer), Young Conservatives.

St Edwards School, Oxford

O levels and A levels, 1972 - 1977

Honors and Awards

Nick led the team that won Office Agency Team of the Year in 2001

Nick won Deal of the Year (Marks and Spencer corporate HQ relocation) 2001. This was a preleasing of a 250,000 sq ft new HQ from prior to construction. The transaction involving a combined team of approximately 30 advisors was devised and completed in 99 hours and 40 minutes.

Interests

Sustainability, energy conservation, strategic consulting, mentoring, new technology and masterplanning

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33 people have recommended Nicholas

"Nick is highly knowledgeable about the London property scene. His contacts are impressive and the manner in which he approaches his contacts is professional, personable, dynamic and enthusiastic. Nick has good strategic vision and takes a holistic view of the problem, coming up with a creative and commercial solution. He is a good consultant to have on board I have no problem in recommending him."

— **Euan McEwan**, was Nicholas's client

"Nick Ridley is one of the most knowledgeable people I know on the development of the office real estate sector. He is a pleasure to work with and one of the most generous and warm human beings I know."

— **Malcolm Allan**, *Director, Colliers International UK plc*, worked with Nicholas at NCREal Estate Consulting Limited

"Nicholas is a genuine and trustworthy person. He has an incredible work ethic and depth of experience in his field. Affable and personable, I would strongly recommend him as a knowledgeable consultant in the field of real estate."

— **Stephanie Blue**, *Project Manager, Colliers International UK plc*, worked with Nicholas at NCREal Estate Consulting Limited

"Nick Ridley has provided the LessEn initiative and Urban Land Institute with invaluable support through his building and real estate knowledge. Nick's passion for sustainability and energy efficiency in buildings is shown through his knowledge of how organisations operate and his in-depth understanding of investor relationships. He is a true visionary and I would like to recommend Nick as a leader in this field. Regards Robert de Jong Project Manager, LessEn"

— **Robert de Jong**, *LessEn Project Manager, Urban Land Institute*, was with another company when working with Nicholas at NCREal Estate Consulting Limited

"Nick is a man of many talents; A mentor, innovator, and perfectionist. Quite simply I have not yet met another person who makes honesty and integrity the primary focus of his business. His forward thinking attitude to business gives a fresh energy to a traditionalist industry. I hope his constant

efforts to grow and invigorate the property industry sees him rewarded in the way he deserves.
...He's a great Dad also! x"

— **Charlotte Ridley**, *Sales Executive, Bag It Don't Bin It*, was with another company when working with Nicholas at NCREal Estate Consulting Limited

"Nick very kindly stepped in at very short notice to chair the Workplace Trends Conference in 2009. He did a brilliant job, despite almost not arriving at all thanks to a series of delayed trains. He appeared on stage just in time to chair the event and was completely unflustered by the trauma. Thank you Nick!"

— **Maggie Procopi**, *Director, Merlin Events & Marketing Ltd*, was with another company when working with Nicholas at NCREal Estate Consulting Limited

"Nicholas has provided his excellent real estate expertise in a most user-friendly manner. He is extremely approachable and invaluable as a sounding board to exchange ideas with."

— **Faten Bizzari**, was Nicholas's client

"I first met Nick when he welcomed me at the Brussels BCO Conference. He is a most pleasant fellow with much experience and a strong desire to support his industry and improve standards wherever he can. You can rely on Nick for sound advice."

— **Glan Blake Thomas**, *Managing Director, Advanced Ergonomic Technologies Ltd*, was with another company when working with Nicholas at NCREal Estate Consulting Limited

"Nick is a very knowledgeable real estate professional who is a pleasure to work with."

— **Kristi Prigmore**, was Nicholas's client

"As a client, Nick was great to work with -- enthusiastic, fun and tenacious. Hope I get the chance to work with him again soon."

— **Allyson Stewart-Allen**, *Director, International Marketing Partners*, worked with Nicholas at NCREal Estate Consulting Limited

"Nick has always been a great dealmaker with a can do attitude combined with a deep understanding of the market ."

— **Richard Baldwin**, *Owner, Davis Langdon LLP*, was with another company when working with Nicholas at NCREal Estate Consulting Limited

"Nick is a pro-active member of our practitioner group of experts who are helping us to shape a new web portal, the ULI Energy Exchange Initiative. Nick's creativity, enthusiasm and insights into the broader property industry have been hugely valuable to the ULI team running this project and we are delighted to have him on board."

— **Alexandra Notay (Parr)**, *Director, Research, Urban Land Institute*, was with another company when working with Nicholas at NCREal Estate Consulting Limited

"Nick is a valuable resource for our business and has provided incisive specialist insight into complex property related issues on many occasions. He is unfailingly helpful, effective and professional."

— **Charles Rolandi**, was Nicholas's client

"I have worked with Nick Ridley over many years, most recently in the context of his leadership of the BCO. Nick is an effective, decisive and engaging person to do business with and has, in my view, been a real asset to the BCO."

— **Barry Winfield, MD, Broadgate Estates Limited**, was with another company when working with Nicholas at Colliers CRE Plc

"I have had the pleasure of knowing Nick for ten years, having first worked with him at Cushman & Wakefield in London. Nick has always demonstrated a keen sense of duty; he seeks to find the truth and live by the rules which I find refreshing in this day and age. Not only is Nick highly responsible, but he is joy to be around. His demeanor and style are impeccable and his intellect always appreciated."

— **Kevin Manning**, *Managing Director International Corporate Services, Cushman & Wakefield*, worked with Nicholas at Colliers CRE Plc

"I have worked with Nick both as a colleague and as a consultant to his team. Nick is visionary and driven; he is also pragmatic and will get things done in stages so they become useful rather than engage in endless debates about perfection - hence he is a pleasure to work with because his projects get finished. Nick is also one of the best networkers I know - he seems to know everyone."

— **Andrew Waller**, *Partner, Remit Consulting LLP*, was a consultant or contractor to Nicholas at Colliers CRE Plc

"Nicholas is a thoughtful and truly professional person who knows his business extremely well. He is a trusted resource and counselor within his profession. He is also a very nice person, service minded and helpful in everything he does - privately as well as professionally."

— **Per Heggenes**, *President & Co-CEO Europe, Burson-Marsteller*, was with another company when working with Nicholas at Colliers CRE Plc

"Nick always brings a creative point of view to challenges he and his team face in the world of property. Having worked closely with him and his colleagues at Colliers, he always ensures we not only laugh but that we look at any issues from all sides -- a very valuable skill which more people should have in any business."

— **Allyson Stewart-Allen**, *Director, International Marketing Partners*, was with another company when working with Nicholas at Colliers CRE Plc

"Nicholas is clearly very highly regarded in the offices market. He is extremely commercial and an excellent team player assisting and involving himself in all aspects of the transaction with a view to making it happen but always protecting the interests of his clients."

— **Martin Stacey**, *partner, Lawrence Graham*, was with another company when working with Nicholas at Colliers CRE Plc

"During the time I worked with Nicholas I witnessed him showing equally high competencies in his strategic contribution to the Board as in his day to day management of commercial operations and the development of the substantial national offices team. His work for the BCO showed him to have an indepth knowledge of the property industry and to be unusually forward thinking and insightful. And he does all this with a natural empathy and a warm sense of humour which sometimes belies his abilities."

— **Kim Tasso**, *Managing Director, Practical Marketing Consultancy*, was a consultant or contractor to Nicholas at Colliers CRE Plc

"Nick's unfailing good humour and steely intellect are a perfect combination. I have worked with Nick on a few occasions in the past, and it has been a pleasure each time."

— **Mark Chester**, *Owner, Wragge & Co*, was with another company when working with Nicholas at Colliers CRE Plc

"An incredibly engaging and interesting character. Many unique aspects compliment his uncomplicated approach, but probably up towards the top of the list is the element of fun that Nick brings to business. A leading advisor, backed by a wealth of knowledge, served with a twist of great personality. I always get my 'fix' of enthusiasm whenever we meet, regretably that is less frequent nowadays with the 12'000+ miles distance between London and Sydney...."

— **Peter Merrett**, *General Manager, Tower 42, London*, was with another company when working with Nicholas at British Council for Offices

"Nicholas is well respected figure in the real estate sector with a proven track record in providing independant professional advice to commercial property clients. He is a previous past president of the British Council of Offices where his interest in the use of technology in the workplace and international contacts underpinned a very successful year as president. During his term the BCO intensified their research effort, released a number of very informative publications including the update of the the organisations Guide to Specification which sets the standard for UK office design."

— **Neil Pennell**, *Head of Sustainability and Engineering, Land Securities*, was with another

company when working with Nicholas at British Council for Offices

"I first met Nicholas through membership of the Urban Land Institute and within that context Nicholas has made a particular contribution to an initiative call the Energy Exchange (now called LessEn). I was involved in the early phase of LessEn and saw at first hand the drive Nicholas showed personally to deliver the project as a literally 'sustainable' network for people and organisations working with property to advance the issues surrounding better energy efficiency and retrofitting in non-domestic buildings. I am aware of work which Nicholas is currently undertaking with his business, NCREal Estate Consulting Limited, near Kings Cross which is based on successful partnership work and understanding of the complex and by no means static issues involved. I have spent years involved in such partnership making and development in both public and private sectors and have no hesitation in recommending Nicholas as a property professional well-skilled in this area who can add real value to partnerships and teams seeking to improve the real estate landscape in the UK and succeed in the context of the current 'localism' agenda."

— **Alexander Nicoll**, *Director of CR, Capital Shopping Centres Group PLC*, was with another company when working with Nicholas at British Council for Offices

"Nicholas Ridley was an outstanding BCO President. His knowledge and experience in the property market is world class. He listens as well as talks and so is held in great respect among his peers for his open mindedness. His career is one of great distinction."

— **derek clements-croome**, *PROFESSOR, UNIVERITY OF READING*, worked directly with Nicholas at British Council for Offices

"I have worked with Nicholas a number of times over the years in his various incarnations and have always found him to have the utmost integrity. As President of the BCO he carried on the good work of that organisation and latterly as an independent consultant has shown himself to be flexible and tenacious."

— **Jeremy Titchen**, was Nicholas's client

"Nick makes things happen. Through his consultancy work and his leadership roles in the British Council for Offices, Nick has amply demonstrated to me that, when it comes to international real estate deals and strategy, he has skills, experience and a list of contacts that are second to none. He is also a truly delightful man."

— **Simon Ricketts**, *partner, head of planning and environment and UK head of real estate, SJ Berwin*, was with another company when working with Nicholas at British Council for Offices

"Nick remains as ever at the forefront of our sector, he continues to campaign for the use of information to be shared throughout our industry in order to continually improve the provision of offices. He translates this into his own business and works hard for his clients."

— **James Pellatt**, *Head of Projects, Great Portland Estates*, was with another company when working with Nicholas at British Council for Offices

"I have known Nick for approx 20 years particularly through the BCO where he and I have served as Board Members. He was elected President in 2008/9 and advanced the BCO very positively in that time and in particular launched the successful BCO on line research portal. He has integrity and is highly motivated to change things for the better. His advice is founded on a wide range of property experience and he commands an excellent reputation in the London Property Market and has a great sense of humour."

— **Francis Ives**, *Board Member, British Council for Offices*, was with another company when working with Nicholas at British Council for Offices

"I met Nick when he was president of the British Council for Offices, myself being the same at the Asociación Española de Oficinas. We organized mutual study tours for the office sector between Madrid and London and he proved to be a very knowledgeable and eager to please person. If I had a query or business requirement about the London office market and wanted a straightforward and honest reply, Nick would be one the first persons I would call."

— **Jorge Zanoletty Larrea**, *Chairman, World Office Forum*, was with another company when working with Nicholas at British Council for Offices

"Nick, is an excellent people person and communicator. He understands the complexities of the property market and brings an in-depth level of detail to all his projects. I would highly recommend NCREal estate."

— **Pernille Stafford**, *Design Director, tp bennett*, was a consultant or contractor to Nicholas at British Council for Offices

"I worked with Nick, both as a fellow Department Head at Colliers and then when he moved across to work with me in the Development Solutions Team. From working alongside Nick I know him to be a passionate and committed property professional, with a dedication to his industry that is almost unique. His knowledge of property matters, especially of offices, sets him apart from his peers, and colleagues always know that he is an ideal person to turn to for advice and information. Nick is at the cutting edge of many real estate initiatives and has embraced such things as sustainability as one of the early movers. I would have no hesitation whatsoever in recommending Nick to clients, employers and colleagues alike."

— **Philip Harcourt**, *Head of Development Solutions, Colliers International*, worked directly with Nicholas at British Council for Offices

"Nick is a change agent and has made a huge contribution to the British Council of Offices in terms of its modernisation agenda. He is a composite professional in his field - a market leader."

— **Simon Ward**, MD, *Global Head of CRE, Deutsche Bank*, was with another company when working with Nicholas at Colliers CRE

[Contact Nicholas on LinkedIn](#)