

Date: 11 February 2021

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Client: Allsop

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Source: Property Week (online)

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INSIGHT

# View from the top: Scott Tyler, senior partner at Allsop

By [Sebastian McCarthy](#) | Thu 11 February 2021



**“Wouldn’t it be nice if for the first time in six years we had 12 months where we’re not bothered by something?” says Scott Tyler, reminiscing about the not so distant past when global geopolitical turbulence and virus outbreaks were not the norm.**



Since becoming a senior partner at Allsop in 2016, the 53-year-old dealmaker has found his job frequently affected by events beyond his control.

“Covid, Brexit, elections, referendums,” he says. “Every year for the past five or six years, there’s been something that derails volumes.”

But like most people in real estate, Tyler describes himself as a “glass-half-full” kind of person.

“You can sit here and think things are pretty dire when you’re looking at those horrendous [Covid-19] numbers that are reported every evening,” he says.

“But it could be a lot worse. Dover could have been full of lorries if we had a no-deal Brexit and we might not have been in a country where the vaccine is being rolled out so quickly.”

In an exclusive interview with *Property Week*, Tyler explains why he remains resolutely upbeat and how he sees Allsop expanding even further beyond its auctions heartland in the coming months.

Tyler joined Allsop from Savills in summer 2007 and has since worked his way up to become a senior partner in its commercial division, helping to grow its national investment department.

He retains an active day-to-day role in overseeing its transactional business, including the UK’s number-one auction teams, which did deals worth a combined £750m in 2020, and the growing capital markets business.

## Outside the auction room

While the auction business helped keep Allsop going in the immediate aftermath of the Covid-19 outbreak, Tyler stresses how diversified the agency now is.

“What we have built up in the past three or four years is very strong in the national investment team,” he says.

“We’ve continued to grow our West End investment agency team, and our City investment agency team has obviously been quite established for a few years. I’d say we’re probably number one on the City fringes.”

In the past 12 months, the investment teams have transacted high-profile deals for the likes of Columbia Threadneedle (21 St James’s Square for £187m and The Hornet portfolio for £35.2m), as well as for Lifestyle International Holdings (1 St James’s Square for £250m).

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## ***Demand for logistics and industrial assets will continue to motor on***

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Tyler sees the prized central London office markets continuing to perform robustly in the year ahead. “There are lots of examples of capital coming in from the Far East, Middle East and Europe,” he reasons.

“I do look at how London is now priced against places like Berlin and Frankfurt and Paris, and I think it is looking like reasonable value from around the world.”

As for occupier demand, he says: “The leasing side has got a tough six months [ahead]. But in the second half of this year and going into 2022, a number of occupiers will be looking at their space and saying: ‘OK, we need to change this.’ That will be done either through reconfiguration of current space or by moving.”

Indeed, office needs are already being fundamentally rethought, he says: “I’m not just talking about property businesses. Every single office-occupying business in the country will be scratching its head trying to work out how many of its staff are coming in five days a week, four days, three days, two days and some maybe not at all.”

For the next few months, Tyler sees several trends gathering momentum. “Demand for logistics and industrial assets will continue to motor on, and the build-to-rent residential market will see great things,” he says. “There are also areas that have had a tough 2020, like student housing, that will see a real recovery post-spring.”

As for Allsop’s current deals, the group has been tasked with selling a number of sizeable assets in the months ahead, including Tellon Capital’s 40 Broadway in London’s Victoria for £87.5m, and a Debenhams site in Staines-upon-Thames on behalf of Canada Life Asset Management for over £12m.

With so much on his plate, Tyler is looking forward to getting back to the office. But for now, the football-mad West Ham fan is working from home in Surrey, with a Zoom background that includes two framed and signed shirts that belonged to Brazilian legend Pelé and Argentine star Lionel Messi.

With hopes of a return to the office in spring, and a wider economic recovery as the year goes on, the Allsop partner is hoping that football memorabilia will not be his background for long.