



MATHEW GLENNY

Matthew Glenny is the Head of London Sales at CoStar, the number-one real estate data firm in the world. We recently had the pleasure of welcoming him to give a talk entitled “The Power of Knowing: Data & Analytics”, where he discussed his real estate career journey—from working for real estate giant JLL, to joining the team at property search engine Realla, to leading sales at CoStar.

As he explained in the talk, CoStar “equips clients with the information and tools they need to succeed in every aspect of their business.” This involves empowering sector professionals by giving them smart, condensed data in order to make better decisions.

But Matthew didn’t always take this approach to real estate. He got his start in the industry working at JLL in the commercial management department. While he saw his customers switching to digital software overnight, it was difficult to implement change with significant corporate red tape in place. At a critical juncture of industry disruption, he knew it was time to make the leap and join a smaller, digital-first team.

That’s when he started at Realla—a risk, to be sure, as he was one of the only employees at the startup. However, looking back, he feels certain it was the right decision. Empowered by possibility, Matthew was able to develop the business his way, transforming a small enterprise into the market leader in commercial property search online.

Now working at CoStar, he has been a firsthand witness to changes in the real estate industry over the past ten years. “It went from spreadsheets to high tech,” he explained. “Customer experience has become a driver to the service.” And while he feels confident that the sector will continue to change over the next ten years, he’s ready to ensure that CoStar adapts accordingly.

As for his own ability to adapt, Matthew has proven that he’s willing to get out of his comfort zone. For up-and-coming professionals, he emphasized a spirit of curiosity and adventure: “I think dramatic changes are good for your career, especially at a younger age when you’re more flexible to take risks.”