

Andrew Long

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Andrew joined Bidwells in 1998 and has nearly 30 years' experience in the property industry, of which more than 25 years has been in property investment management.

He is responsible for the management and performance of a range of perpetual funds and reviewing portfolio strategies and performance to ensure this meets the clients' objectives as well as ensuring day to day management activities are undertaken as required.

Andrew is also responsible for the management and financial performance of several Cambridge college property portfolios, including undertaking portfolio strategy reviews and identifying the strengths and weaknesses of each portfolio looking for opportunities to grow income and capital value. This includes assessing sale opportunities and the optimum time to exit as well as reviewing potential purchases.

Key relevant project experience

Terrington House, Cambridge

Managing the redevelopment of Terrington House in Cambridge to include gaining vacant possession, overseeing the project team, undertaking financial appraisals and the letting of the completed project.

Christ's Lane, Cambridge

Negotiating the surrender of a number of ground and occupational leases and negotiating a single ground lease of the whole to enable the redevelopment of a tired 1960s development in the heart of the city's retail area resulting in the release of capital value to the client and creating a higher income stream with stronger growth potential.

Fitzroy Street, Cambridge

Following the redevelopment of a 1960s parade of retail units to create five modern units, negotiated a new 150-year ground lease which was sold releasing 90% of the freehold value leaving the freehold client with a 10% geared income stream.

St Colette's School site

Negotiating an option for sale with a residential developer, subject to securing vacant possession and a satisfactory planning permission. The contract allowed for a minimum price with an overage provision and was subject to a community asset nomination. To secure a planning consent, this had to be appealed as part of the process.