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Sterling Private Office recruits another from Knight Frank, making a move into the country market

18-month-old prime resi consultancy SPO has brought in Nick Mead from The Buying Solution to launch a country property division

Sterling Private Office, the boutique property consultancy launched 18 months ago by The Buying Solution alumni Jonathan Mount, Sam McArdle and Rachel Thompson, has recruited another former colleague to its ranks.

Nick Mead was a partner at Knight Frank's buying arm TBS for the last eight-and-a-half years, specialising in high-value residential property searches in the Home Counties from the Ascot office. He's now joined the SPO team as a Director – expanding the firm's reach into prime country markets beyond its established London stronghold.

Mead has been tasked with setting up and running SPO's country office, fulfilling the needs of “a burgeoning number of clients looking acquire prime property outside of the capital.”

The Sterling Private Office Team: Jonathan Mount; Sam McArdle; Rachel Thompson; Nick Mead

Sterling Private Office was founded just 18 months ago by three former Knight Frank buying agents, and has already built up a pretty strong presence in London – handling some £96m-worth of transactions since launch and advising clients with budgets ranging from £1m to over £100m. The full-service consultancy has fingers in most areas of residential property, including search and acquisition, managed sales and lettings, development and property management.

As reported yesterday, [The Buying Solution](#) has hired Jemma Scott from sister company Knight Frank to cover property searches in the northern Home Counties.

Rachel Thompson, Director at SPO: “Sterling was created to provide a full-service residential property solution offering the highly personalised and impartial advice that only a small independent firm can deliver. By expanding into the country market, we’re able to help a burgeoning number of clients looking acquire prime property outside of the capital.

“We know from our long history of working together that there is no better person to do this than Nick Mead. His unrivalled knowledge of the country market – particularly the Home Counties – as well as his enviable black book of contacts will only strengthen our offering.”

Nick Mead: “I am delighted to be joining Sterling at such an exciting time. I’ve spent my career acquiring the most exclusive prime country properties for a wide variety of clients. I’m bringing my network and connections to a firm that, by nature of being truly independent, can meet the needs of an ever-more knowledgeable and discerning client base.”