

# Richard Malle

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## WORK EXPERIENCE

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### Head of Strategy, Data & Innovation (since 2024)

#### COLLIERS INTERNATIONAL

- Lead Research and R&D activities, including property market analysis and economic forecasting, with a focus on key areas such as finance, geography, urbanism, and sociology.
- Oversee all data-related processes, including data quality, governance, tools, and CRM management.
- Strategic analysis and decision-making report for executive management.
- Speaker for conferences, meetings, committees, and media.

### Professor, CNAM ICH (since 2012)

#### CONSERVATOIRE NATIONAL DES ARTS ET METIERS

- Instruct courses in Real Estate Economics and Commercial Real Estate Courses.
- Conduct research in Real Estate Finance (mainly) within the LIRSA laboratory.
- Oversee various activities within the ICH Institute (jury member, teacher recruitment, course and exam content, student admissions, etc.).

### Vice President, European Research (2024)

#### COSTAR GROUP

- Oversee the accurate and timely delivery of comprehensive research information.
- Grow and lead a large team of Directors, Senior Managers, Managers and Researchers.
- Ensure that the Research function drives successful product delivery.

### Deputy Head of Business Services in charge of Research, Innovation, and Data (since 2021)

#### Chief Research Officer, Executive Committee Member (since 2017)

#### BNP PARIBAS REAL ESTATE

- The "Business Services" hub encompasses the Research, Innovation, Data Science & Analytics, Strategic & Digital Marketing and the Communication departments.
- The Research department includes three main interconnected hubs: Pan European Analysis, Economics and Forecast, Investment Management and Strategy. The Innovation department strengthens the knowledge and vision of the market while helping the company's various business lines to develop prospective products and services. The Data Science & Analytics Department deploys the entire strategy around data, namely process, qualification and consolidation, scientific method and use cases, regulation, and protection.
- Manage and coordinate around a hundred of people located in Europe.

### Head of Research France (2010-2016)

#### BNP PARIBAS REAL ESTATE

### Economist, PhD student, Research France Department (2007-2009)

#### ATISREAL (FORMER NAME OF BNP PARIBAS REAL ESTATE)

## ADDITIONAL ACTIVITIES

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Member of the RICS (*Royal Institution of Chartered Surveyors*).

Member of the IFPIImm Scientific Committee (*Institut du Financement des Professionnels de l'Immobilier, French Commercial Real Estate Finance Institute*).

Board Member of the ORIE (*Observatoire Régional de l'Immobilier d'Entreprise, Regional Observatory of Commercial Real Estate in Paris Region*).

## EDUCATION

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### **2007 – 2009 PhD in Management Sciences, Paris Dauphine University**

*Title: "Modelling office rents: the case of the Paris region"*

*Supervisor: L. Batsch, former Professor and President of the Paris Dauphine University.*

### **2005 – 2006 Master of Economic Analysis, Paris Dauphine University**

*With High Honors.*

*AFG Award (Association Française de la Gestion Financière, French Asset Management Association).*

### **2004 – 2005 Master of Engineering Mathematics, Pierre & Marie Curie Paris VI University**

### **2002 – 2004 Bachelor's Degree in Economics, Jean Monnet South Paris XI Faculty**

**Bachelor's Degree in Mathematics, University of Versailles**

### **1997 – 2000 Scientific Baccalauréat, La Bruyère High School (Versailles)**

## QUALIFICATIONS

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**Languages** French, English.

**Computing** Software: Microsoft Office, EViews, Matlab, SAS.  
Program: C, C++, Java, VBA.

**Key Skills** Experienced analyst, forecaster, and speaker, with expertise in economics, finance, real estate, and investment.

Extensive experience collaborating with key decision-makers and stakeholders to drive large-scale, cross-functional initiatives.

Demonstrated ability to efficiently prioritize tasks and deliver results by developing and implementing effective data-driven strategies and policies.

Proven track record as a strong team leader with 15+ years managing multiple departments across various countries.

- 2024**            **“Public and private real estate in a portfolio in crisis and non-crisis periods”**, *European Real Estate Society (ERES)*, 144 (with M. Hoesli, J. Kraiouchkina).
- 2023**            **“Commercial real estate prices in Europe after COVID-19”**, *Journal of European Real Estate Research*, forthcoming, (with M. Hoesli).
- “Shocks implication on the fundamental drivers of Pan-European Equity REITs: Volatility decomposition, connectedness and speed of reaction”**, *Journal of Property Research*, n°3, vol. 40, p. 274-310 (with N. Nassili, A. Simon).
- 2022**            **“Macroeconomic shocks and ripple effects in the Greater Paris Metropolis”**, *Journal of Housing Economics*, vol. 56 (with A. Pourcelot, A. Coën).
- “Commercial Real Estate Prices and Covid-19”**, *Journal of European Real Estate Research*, n°2, vol. 15, p. 295-306 (with M. Hoesli).
- 2020**            **“Rent dynamics in France between 1970 and 2013”**, *Journal of European Real Estate Research*, n°13, vol. 2, July 2020 (with A. Pourcelot, A. Coën, A. Simon).
- 2019**            **“Rental adjustment in European office markets: global or local effect?”**, Working Paper submitted and presented to the *Annual Conference of the European Real Estate Society (ERES)* (with A. Coën, B. Lefebvre, A. Simon).
- 2017**            **“Grand Paris Express : enjeux et perspectives pour le marché résidentiel”**, *Réflexions immobilières*, n°81, 3<sup>rd</sup> quarter 2017, p. 11-18 (with Y. Bonnet).
- 2016**            **“Économie immobilière : Approches comportementales et financières”**, *L’immobilier en perspective, Economica*, November 2016 (with A. Béchade).
- 2010**            **“Un modèle à équations simultanées du cycle des bureaux en Région parisienne”**, *Revue Économie et Prévision*, n°194, 2010-3, p. 93-108.
- 2009**            **“Le marché immobilier français 2009-2010”**, *Delmas*, IEIF, Commercial Real Estate Chapter.
- “Introduction à la Finance et à l’Économie de l’Immobilier”**, *Gestion Poche, Economica* (with A. Simon).
- “Méthode hédonique et loyers des bureaux en Île-de-France”**, *Revue d’Économie Régionale et Urbaine*, n°5, December 2009, p. 905-934.
- “L’Indice de Souffrance des Ménages en Investissement résidentiel”**, *Réflexions immobilières*, n°49, July 2009, p. 63-67 (with A. Béchade).
- 2008**            **“Immobilier résidentiel et bulles spéculatives”**, *Réflexions immobilières*, n°45, April 2008, p. 40-44.