



## Samuel Blake

**BA (Hons) PgDip MRICS**  
**Director – Development and Residential Consulting**

Member of the Residential Development Agents Society

Completed a Postgraduate Diploma in Estate Management at London South Bank University. Currently undertaking an MA in Town Planning at University of West of England. Sam also has a first class honours degree in economics.

Sam has worked in the Development and Residential Consulting department for seven years, having previously worked in BNP Paribas' Valuation and Corporate Real Estate departments.

Sam has extensive experience in providing development related advice including:

- Agency advice and disposals including complex development agreements / joint ventures;
- Valuation and viability appraisals – of development sites and completed stock for secured lending, statutory and internal purposes as well as for planning policy;
- Development appraisal and financial modelling;
- Property related option analysis and strategic consulting including public sector business case writing;

Sam has also been seconded to the Office of Government Commerce (OGC), an executive agency of the Treasury, to work as an economic analyst on the civil estate. During this secondment he gained a thorough understanding of Treasury appraisal techniques and the 'Green Book'.

### Recent projects include advising:

Worked on disposal of development opportunities totaling approximately £300m in value for both private and public sector clients.

Worked on residual appraisals and financial modeling for the Aylesbury Estate regeneration, part of Southwark Council's £1.5bn regeneration program for the Elephant and Castle.

Appraised business cases and developed estate management option appraisals for a number of government departments including the Department of Health, Department for Transport, Ministry of Defence, Foreign and Commonwealth Office and SOCA.

Written business cases for public sector clients to present at board level that have been used to justify the sale of four large surplus properties with a total sale price achieved of c.£86m.

Advised Southwark Council and the City of London Corporation on value and strategy in relation to One Tower Bridge (Potter's Fields) the prominent and controversial site adjacent to Tower Bridge and City Hall.

Coordinated and was responsible for the valuation of Octagon's land bank on behalf of Bank of Scotland. This included sites, part complete and completed luxury housing developments in greater London and the southeast.

Appraised, updated and reported on financial models used to monitor a development agreement for a major residential scheme in Greenwich, the Rubicon.

Retained by EDF Energy to advise on their surplus estate holdings. This has included providing development consultancy and agency advice in relation to a wide range of sites across London and the South East.

Advisor and agent in relation to the Department of Health their residual assets and liabilities. This has included the preparation and disposal of small to larger (1 acre +) parcels of land, taking account of town green, adverse possession issues.

