

Sam Barrow

National Director – Advisory and Valuation
B.Bus (Prop)



Sam Barrow joined Charter in 2014 as part of the team assembled to establish the firm's new Sydney office. Sam is a Certified Practising Valuer who has undertaken major development feasibility, transaction advisory, valuation and property market research engagements for corporate, institutional and government Clients across various real estate sectors in Sydney, regional cities across New South Wales and South East Queensland.

Australia's most trusted and innovative property group.

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Working across Charter's Valuation, Advisory, Research practice groups Sam has a multi-disciplinary approach to property, providing market-based intelligence to deliver strategic property solutions.

PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Bachelor of Business (Property) - University of Western Sydney
- » Associate of the Australian Property Institute (CPV)

SPECIALISATION

Discipline Specialisations

- » Transaction advisory.
- » Feasibility and options analysis.
- » Development valuation.
- » Property market research.
- » Project assessment and advice.
- » Development advisory.

Property Sectors Specialisation

- » Apartments and medium density.
- » Greenfield residential estates.
- » Residential dwellings
- » Commercial.
- » Infrastructure and urban renewal.

INDUSTRY EXPERIENCE

A selection of Advisory, Research and Valuation assignments include:

- » Charter was engaged to undertake site identification and off market pre-commitment acquisition of 9,000 sq.m. of stratum office accommodation including 500-person capacity auditorium.
- » Charter was engaged to undertake a joint venture partner identification process for a residential land holding with potential for 1,500 lots in South East Queensland.
- » Charter was engaged to undertake a market sounding process for a Government client in relation to a leasehold site with potential for a circa 40,000 sq.m. mixed use development.
- » Charter was engaged to undertake detailed market analysis, development feasibility and strategic advisory in relation to a mixed-use development site with potential for 2,000 +

residential dwellings and circa 5,000 sq.m. of retail/commercial uses.

- » Charter was engaged to undertake market analysis and development feasibility and options analysis relating to a mixed-use development site in North Sydney with potential for circa 5,000 sq.m. of commercial office space and over 200 apartments.
- » Charter was engaged by a Government Client to undertake a portfolio of valuations across Metropolitan Sydney and Regional NSW for Divestment purposes. The portfolio primarily consisted of residential development sites.
- » Charter has been engaged to undertake various valuation and advisory services for the Catholic Archdiocese of Sydney with regard to single residential properties across metropolitan Sydney.
- » Charter was engaged by a religious organisation to negotiate the divestment of residential land with an adjoining owner in South Western Sydney.
- » Charter was engaged to advise on the value of a major heritage asset in Sydney CBD based upon several redevelopment scenarios.
- » Charter was engaged to advise on the redevelopment potential and associated value of two significant heritage assets in the Sydney CBD and City Fringe for a Government client. The site had potential for a range of hotel, residential and commercial uses.
- » Charter was engaged to undertake market analysis, development feasibility and strategic divestment advice on possible hotel development site in Sydney CBD.
- » Charter was engaged by a religious institution to undertake a highest and best use assessment and optional analysis to determine value potential relating to several residential low to medium density development schemes.
- » Charter was engaged by Vicinity Centres to undertake detailed market analysis including product identification, market absorption, development strategy and potential value advice in relation to a proposed circa 1,000 apartment development concept at Bankstown Central.
- » Charter was engaged by a confidential client to complete a highest and best use assessment including development feasibility and options analysis on a significant mixed use redevelopment site in Miranda.

- » Charter was engaged by a Government client to undertake a valuation of a major residential development landbank in South West Sydney.
- » Charter was engaged by Defence Housing Australia to undertake a valuation of a 450-lot residential subdivision in Maitland.
- » Charter was engaged by Defence Housing Australia to undertake a valuation of a 150-apartment development in South Sydney.
- » Charter was engaged by private developer to undertake market research and development feasibility analysis relating to a 200+ apartment project in South Sydney. The engagement also included analysis and benchmarking of all major development transactions within the locality.
- » Charter was engaged by a private investor to undertake valuations of two mixed use investments on Sydney's Lower North Shore. The engagement included advice as to underlying development potential given the strategic location of the assets.
- » Charter was engaged by a private client to complete a residential market analysis in relation to a strategic development site located on Sydney North Shore.
- » Charter was engaged to undertake a strategic review of a \$1 Billion plus property portfolio.
- » Charter was engaged by a confidential client to complete an options analysis and highest and best use assessment including development feasibility analysis on a significant prestige redevelopment site within Sydney's northern beaches.
- » Charter was engaged by Scentre Group (Westfield) to complete a residential market analysis in relation to a strategic Sydney CBD site.
- » Charter was engaged by Ausbao to complete a detailed market analysis in relation to a proposed circa 200 apartment development site in Pymble. The engagement included advice as to the optimum product mix, sizing, pricing, marketing edge and potential market absorption.
- » Charter was engaged by Scentre Group (Westfield) to complete a residential market analysis in relation to a strategic south-western Sydney site. The engagement included comprehensive competitor analysis.
- » Charter was engaged by Leighton Properties to undertake a residential market analysis in relation to a strategic St Leonards site. The engagement included comprehensive competitor analysis.
- » Charter was engaged by Leighton Properties to undertake a residential market analysis in relation to a strategic North Sydney site. The engagement included comprehensive competitor analysis.
- » Charter was engaged by a mainland Chinese developer to undertake a residential market analysis relating to a proposed 1,700 apartment development in Melrose Park. The engagement included comprehensive competitor and supply analysis.
- » Charter was engaged by a confidential client to complete a highest and best assessment in relation to a significant, heritage classified development site in the Sydney CBD. The engagement included strategic development advice regarding value potential and use optimisation.
- » Advisory report prepared for Private Developer and intended for submission to Council with regard to a golf course and adjoining development lands located in the Blue Mountains. The assignment included a review of the Golf Course's viability and preparation of a development concept.
- » Valuation of an inner Sydney retail and residential portfolio owned by private developer for the purposes of a company take over.
- » Valuation advice for a private client regarding a circa 170 apartment Development site western Sydney.
- » Pre-acquisition advice for a residential developer regarding a 100 + apartment site in Inner Sydney.
- » Development feasibility and options analysis regarding 60 apartment development site in southern Sydney.
- » Strategic development advisory services regarding a potential affordable housing and child care development site in Bondi Junction.

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