

Sandra graduated in geography and subsequently qualified as a Chartered Surveyor. She has over 25 years' experience working in property market research and has spent much of that time focusing on the London office market. After a stint in the research department of Richard Ellis, she set up a research team at Baker Harris Saunders in 1983 was subsequently appointed a Director of the company. The research team established a reputation as a leading commentator on the Central London office market and published reports that were widely read and respected.

She worked in multi-disciplinary and multi-firm consultancy teams advising leading developers in the planning process for major London developments including Broadgate; London Bridge City; Embankment Place, King's Cross and Alban Gate. She also supported witnesses in the planning appeal for No 1 Poultry, producing evidence on the nature and scale of demand for office space in the heart of the City. During that period Sandra also worked closely with analysts in the equity markets and co-wrote a publication with the team at County NatWest.

From 1989 to 1991 Sandra worked with the occupier consultancy arm of Baker Harris Saunders – Corporate Property Consultancy – to import analytical methods devised in the USA and, in that capacity, she advised many international occupiers on their office property requirements.

In 1994 Sandra was one of four founding partners of niche City consultancy BH2 where she ran the research programme and communicated the in-house view of the City office market to investors and developers through a regular series of presentations, position papers and private client studies.

Since 1997 Sandra has worked as an independent consultant for a wide range of clients, including: BH2; CBRE; Harbour Development Group; Interior Services Group; IPD; Jones Lang La Salle; Park Royal Partnership; Rogers Chapman; SEGRO and *Estates Gazette*. She has undertaken studies in the London office market and has also developed a specialisation in the west London and Thames Valley markets for both office and industrial space. She has conducted several studies focussed on Heathrow Airport and the relationship with its local economy and property market.

Since 2009, she has worked closely with Ramidus Consulting, on multi client studies for sponsors including Land Securities Trillium; Hermes; British Land and many others, looking at the relationships between different members of the supply chain in office and retail property, in each case based on in depth face-to-face interviews with corporate property directors.

Her particular interest is in the relationship between supply and demand in commercial property markets and, especially, the drivers of demand for office and industrial space in order to identify shifting priorities and requirements early in the decision making process.

Sandra has written widely on the property market, in magazines and journals including *Financial Times*, *The Daily Telegraph*, *Estates Gazette*, *Journal of Property Research* and *Property Week*. She has qualified as a Chartered Surveyor and been an active member of the RICS. She has also undertaken the following roles:

- Member of the Property Research sub committee at the RICS
- Member of the editorial Board for the *Journal of Property Valuation & Investment*
- Member of the editorial Board for the *Journal of Property Research*

Recent Projects

CBRE: A study of prospective changes at Heathrow Airport and their possible impact on cargo volumes and the demand for warehouse space. The study looked at issues including: trends in international air cargo movements; the construction of Terminal 5 and Heathrow East; new aircraft design and fleet changes; prospects for a third runway and mixed mode runway use; the consequences of the Open Skies agreement; the relationship between air freight volumes and demand for warehouse property. The report was undertaken on behalf of an investor client of CBRE that was considering a major purchase of airport property.

EGi: An analysis of the Central London office market and its submarkets, as at Q3 2011 based on EGi's London office market data and published in the *Estates Gazette* as LOMA (London Office Market Analysis). Also presented in a seminar to an invited audience. Project repeated Q4 2011.

Greater London Authority: The London Office Policy Review in 2007 and 2009. The research involved a strategic overview of the entire Greater London office market, its supply and demand dynamics and the drivers of change. The output is used by the Mayor's office to influence the office policy framework of the London Plan.

Jones Lang La Salle: Study of the market for warehouse and industrial property in west London and the Thames Valley, examining trends in supply and demand, rental and investment values. The report is published as part of the JLL research programme. The written report was followed up by an oral presentation to JLL clients at a breakfast seminar.

Multi-client study: A study of the warehouse market in west London, based on in-depth face-to-face interviews with warehouse occupiers, to investigate the changing priorities of operators and the implications for building design. Sponsors of the project included: Jones Lang LaSalle, Park Royal Partnership, SEGRO and Wilson James.

Multi-client study: A major study of relationships in the office property supply chain based on in depth face-to-face interviews with corporate property directors.

The project examined issues behind tensions in the supply chain and provided a basis for cross-industry discussions on how to improve supply chain efficiency. The sponsors included: Atisreal, Barclays Bank, Bovis Lend Lease, Broadway Malyan, Faber Maunsell, Johnson Controls, Land Securities Trillium and The Crown Estate. Undertaken by Ramidus as research partner for Business Vantage and known as *Equal Partners Three*.

Multi-client study: A follow-up to *Equal Partners Three*, again in partnership with Business Vantage, this study examined supply chain relationships in the retail sector. *Equal Partners Four* was sponsored by British Land, Cyril Sweett, Denton Wilde Sapte, Faber Maunsell, Grosvenor, Hammerson, HBG, Hermes, IDM and Land Securities.

Rogers Chapman: A study of the dynamics of the air cargo industry, to consider how changes within it would affect the scale and nature of demand for warehouse property around Heathrow Airport.

Rogers Chapman: A report on the status and prospects for Terminal 5 at Heathrow Airport to assess its likely impact on the property market around the airport.

Rogers Chapman: Bi-annual research studies of the office and industrial/warehouse markets in west London and the Thames Valley for publication by the client.

SEGRO: A study of the industrial and warehouse property market in the west London region. The work covered macro economic trends, property market dynamics, industry analysis and planning and infrastructure.

Kingston University: A joint study on behalf of the South London Partnership looking at the property market conditions in outer London boroughs from Croydon to Kingston.