



HENRY BURKE

NATIONAL DIRECTOR | DEVELOPMENT SITES RESIDENTIAL

EXPERIENCE

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20+
YEARS

EDUCATION AND QUALIFICATIONS

- St Aloysius College, Milsons Point
- St Ignatius College, Riverview (OR 99)
- Advanced Diploma in Marketing Management (Northern Sydney College of TAFE)
- Bachelor of Business Degree (UTS)

AWARDS

- 2017 Colliers International Outstanding Revenue Achiever
- 2016 REINSW Rising Star Award Winner
- 2015 NSW Colliers International Leadership Award Winner
- 2014 NSW Colliers International 750 Club

PROFESSIONAL SUMMARY

Henry is a real estate sales expert that has worked in the industry for over ten years. During this time Henry has actively marketed and sold over \$2.0 Billion worth of real estate across various asset classes including commercial office, industrial, retail, freehold and strata investment properties and commercial and residential development sites.

With close relationships in the development and construction industry and having worked across multiple asset classes during his career Henry now specialises in the marketing and sales of Residential Development Sites.

Henry specialises in the Sydney Metropolitan region with a close focus on the North Shore and Northern Beaches of Sydney. Always one step ahead of the market Henry has a strong understanding of Council Governance and has been instrumental in rezoning initiatives throughout the Sydney Metropolitan Region where he has been able to maximise land values for many owners.

His enthusiasm and passion for the property industry coupled with his extensive knowledge of the industry and a strong network of developer, investor and property consultant contacts has attributed to becoming one of Sydney's most active real estate agents.

SPECIALISATIONS

- Residential & commercial development sites
- Home owners development site amalgamations
- Strata reform & strata amalgamations
- Home owner amalgamations
- Local, State & Federal Government legislation
- Commercial real estate brokerage
- Acquisitions & buyer representation

COMMUNITY INVOLVEMENT

Henry has been a part of many clubs and affiliations on the North Shore of Sydney.

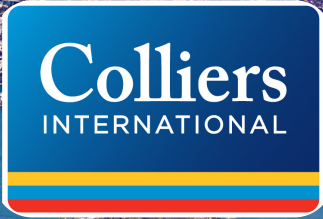
A keen sailor Henry has competed from the age of six for Middle Harbour Yacht Club, Middle Harbour 16ft Skiff Club through various dinghy and yacht classes and now sees himself competing regularly in offshore yacht races which include Sydney to Hobart and Sydney to Gold coast races.

Although no longer playing Henry is still a social member at Manly and Old Ignatian's Rugby Football Clubs.

REPRESENTATIVE CLIENTS AND PROJECTS

NOTABLE SALES OVER \$20 MILLION

PROPERTY	DESCRIPTION	SALE VALUE
33 Berry Street, North Sydney	Commercial freehold building with Mixed Use zoning	\$93,000,000
'Skyline' 24-32 Berry Rd & 23-31 Holdsworth Ave, St Leonards	Residential site amalgamation	\$65,500,000
'Berry Park' 36-40B Park Rd & 27-43A Berry Rd, St Leonards	Residential site amalgamation	\$65,000,000
845 Pacific Highway, Chatswood	Commercial freehold building with development potential	\$53,000,000
282 & 284 Victoria Avenue, Chatswood	Two Freehold properties with Upside	\$46,250,000
173-179 Walker St, North Sydney	Strata amalgamation of 24 home owners	\$43,525,000
101 Eton Road, Linfield	Residential development Site	\$42,000,000
3 Innovation Road, Macquarie Park	Commercial Building on Leasehold title	\$39,000,000
3 Carlingford Road, Epping	Commercial freehold building with Mixed-Use zoning	\$36,000,000
4 Berry Rd & 5-11 Holdsworth Ave, St Leonards	Development site 5 houses in one line	\$32,880,000
Cnr. Holdsworth & Marshall Avenue, St Leonards	Raw development site	\$31,000,000
85 Kurraba Road, Neutral Bay	8 strata apartments	\$23,500,000
2 Chandos Street, St Leonards	Commercial freehold building with potential for residential re-zoning	\$23,500,000
754 Pacific Highway, Chatswood	Commercial freehold building with Mixed Use Zoning	\$22,520,000
253-267 Pacific Highway, North Sydney	6 properties sold in one line	\$22,330,000
14-20 Premier Street, Neutral Bay	4 strata buildings sold in one line	\$20,500,000
2-10 Milner Road, Artarmon	5 houses sold in one line	\$20,000,000
45 McLaren Street, North Sydney	18 Strata owners amalgamated and sold in one line	Confidential
641 Pacific Highway, Chatswood	18 strata owners sold in one line	Confidential



CLIENTS

Property Funds & Institutions	Charter Hall, Marprop, IOOF, Charter Hall, Centuria, Australian Unity, Fraser Property, EK Nominees, Centennial, Iris Capital, TPG, Macquarie University
Recievers & Managers	Grant Thornton, Challenger
Developers	Aqualand, Greaton, Modern Co., Lenland, Modog, Top Spring, Legacy Property, ParkDev, Platino, Platine, Gannet, Holdmark, Truslan, Podia, Avance, ANKA Property, Barua Group, Avenor, Oxley
Government	Australian Federal Government, Government Property NSW & Land and House Cooperation NSW
Charities	St Vincent de Paul Society, Achieve Australia, Mission Australia
Home Owners	Henry has recently sold and marketed numerous residential development sites on behalf of home owners groups on the North Shore of Sydney after rezoning to allow high density residential.
Private Clients	Henry represents numerous private clients across all suburbs located within the North Shore and Northern Beaches catchment area and specialises in commercial and residential development sites.

TESTIMONIALS

"Thank you Henry for representing us so professionally on the sale of our commercial properties. I believe that your attention to detail, timely communication and understanding of the market was key to achieving a positive result for us."

SFI Pty Ltd

"Throughout the process henry kept us fully informed of the progress, we were impressed by his knowledge of the development and investment market and who the likely buyers were. We have no hesitation in recommending him to any prospective seller."

Horace Low - Owner | 33 Berry Street, North Sydney

"Throughout the campaign we were impressed by his creative marketing strategy, excellent communication skills, high level of expertise and intimate knowledge of the market."

The College Of Law

"Henry's expertise in the commercial freehold and residential developer market meant he was able to introduce commercial investors and residential developers to the sale of 3 Carlingford Road. Throughout the campaign we were incredibly impressed with his communication, reporting, strong negotiation skills, professional manner, real estate expertise and ability to articulate the strengths of the development potential and commercial investment criteria which resulted in an outcome well above our expectations."

Centuria Property Funds

"Upon meeting Henry we were immediately impressed by his high level of expertise, knowledge of the market and his pronounced ability to analyse the property to demonstrate its highest and best use" - "Henry achieved a great result..... we were very impressed with his high level of service, upbeat attitude and hands on approach"

St Vincent De Paul