



Director | Capital Markets & Investment Services
Canberra

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Level 8 68 Northbourne Ave
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Education or Qualifications

Bachelor of Commerce
(Finance & International Business)

Education or Qualifications

Property Council of Australia –
ACT Development and
Infrastructure Committee
Member

Australian Property Institute –
Young Property Professional
ACT Committee Member

Matthew Winter

Area of Expertise

As Director of the Investment Services and Capital Markets divisions for Colliers in Canberra, Matthew has established himself as a market leading sales expert with a commitment to delivering first class results for clients by leveraging his specialist capabilities and geographical reach.

Matthew's strategic thinking and industry relationships sees him regularly engaged by ASX Listed Corporations, Mortgagees, Receivers, Government and Private Clients. Critical to Matthew's success is his market leading asset expertise, in-depth knowledge of investment sales and Government activity as well as the ability to reach a wide and diverse number of buyers locally, nationally and internationally. Matthew regularly travels to Asia as part of the Colliers International Australian Investment Showcase, presenting Canberra properties.

Matthew is results driven and has established long-term partnerships with numerous clients. His aim to exceed client expectations and continue to deliver results even in difficult market conditions. In recent years Matthew has sold over \$1 billion of commercial assets including: office buildings, development sites, industrial assets, medical, national tenanted investments, englobe land, service stations, government facilities, restaurants, recreation facilities, and shopping centres.

These results have been achieved by delivering targeted, innovative, accountable marketing campaigns on behalf of his clients such as the sale of AMA House, Barton which was sold at over \$2.1m (20%) above the book valuation following an extensive international campaign.

Business and Educational Background

Matthew graduated from the ANU in 2012 with a Bachelor of Commerce (Finance and International Business). He finished his degree in England whilst playing semi-professional cricket in Harrogate, North Yorkshire.

Matthew moved back to Canberra in 2013, and after starting a career in commercial property at another Canberra agency, he then joined Colliers in May 2015.

Professional Accomplishments

- 2019 Colliers International ACT Employee of the Year.
- Active member of Colliers International's Premium Investments Practice Group, Office Middle Markets National Team and National Strata Practice Group.
- 2017, 2018 & 2019 REIACT Commercial Agency of the Year.
- 2019 REIA National Commercial Agency of the Year.
- 2014 Commercial Agent of the Year at former commercial agency.

Community Involvement

Matthew is committed to giving back to the Canberra community and participates in fund raising activities such as Steptember, Movember, Camp Quality fundraising and the St Vincent de Paul door knock appeal. Matthew also actively participates in all Colliers led community care initiatives.



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“I recently sold a commercial property through Matthew and cannot fault the professional, first-class service that he and his team provided. Matthew achieved an excellent result at auction for me; that went above and beyond what I could have ever expected.”

Marnie-Lee Meadows
MLM Admin Pty Ltd

Representative Clients and Projects

Dexus – Garema Court

ACT Government - Multiple

Real I.S. Australia – Geoscience HQ

National Farmers Federation – NFF House

Commonwealth Bank of Australia – 187 London Circuit, City

CorVal – 17 Moore Street

Quintessential Equity – 14 Moore Street

Dimitrios Trust – 70 Bunda Street

Makas Estate – Petros Portfolio

Morris Property Group

Australian Medical Association – AMA House

GDA – 38 Thynne Street, Bruce

Mort Street Investments - IQ

Viva Leisure – Club Lime Portfolio

Doma Group

Amalgamated Property Group

WIN TV – 84 Wentworth Avenue

Rock Group Development - Belconnen Markets



“You impressed us with your manner and the drive you demonstrated in achieving an outstanding result for us”

Bill Cole

William Cole Funerals

Property	Date	Client	Sale/Value
33 Allara Street, City	2022	Molonglo Group	\$71,100,000
39 Brisbane Avenue, Barton	2022	Quintessential Equity	\$41,000,000
40 Bunda Street, City	2021	Event Hospitality & Entertainment Limited	\$61,000,000
24 Wormald Street, Symonston	2021	Irongate	\$32,000,000
131 City Walk, Canberra City	2021	Kintella	\$17,500,000
22 Couranga Crescent, Hume	2021	Graciette Ferreira	\$6,574,590
2-6 Bowes Street, Phillip	2021	Hangang Altis	\$84,550,000
Louisa Lawson, Greenway	2021	AIP	\$306,000,000
The Store, Newcastle	2021	DOMA	\$146,000,000
Avis Unit, Mort Street, Braddon	2021	Mort St Investments	\$980,000
18 Canberra Avenue, Forrest	2021	DOMA	\$98,500,000
10 Hobart Place, Canberra City	2021	Icon Co.	\$17,750,000
Scarborough House, 8 Atlantic Street, Phillip	2021	Centuria Capital Limited	\$83,000,000
72-74 Townshend Street, Phillip	2021	Clay Investments	\$3,925,000
43 Constitution Avenue, Reid	2021	The Anglican Church Property Trust	\$750,000
2-6 Shea Street, Phillip	2021	Capital Business Park (Holdings) Pty Ltd	\$18,750,000
14-16 Brisbane Avenue, Barton	2020	NFF	\$7,710,000



Unit 4, 24 Brisbane Avenue, Barton	2020	Syndicate	\$1,150,000
140-180 City Walk, City	2020	Dexus	\$71,500,000
187 London Circuit, City	2020	Commonwealth Bank	\$5,950,000
12a Thesiger Court, Deakin	2020	Syndicate	\$1,150,000
1 Thynne Street, Bruce	2020	B & T Investments	\$39,300,000
72-74 Townshend Street, Phillip	2020	Good Living Homes	\$2,600,000
Unit 134, 27 Eastlake Parade, Kingston	2020	Galeotti Investments	\$1,180,000
178 Clive Steele Avenue, Monash	2019	Suburban Land Agency	\$1,700,000
54 Hoskins Street, Mitchell	2019	Ivco Holdings	\$2,450,000
Unit 90, 43 Constitution Avenue, Reid	2019	Syndicate	\$1,100,000
Unit 2, 56 Hoskins Street, Mitchell	2019	Makas Estate	\$1,060,000
56 Chandler Street, Belconnen	2019	GGP Cameron & BJM Chandler	\$8,000,000
18 Honeysuckle Drive, Newcastle	2019	Doma Group	\$52,200,000
16-18 Mort Street, Canberra City	2019	Investa	\$108,500,000
10 Moore Street, Canberra City	2019	Quintessential Equity	\$35,000,000
14 Moore Street, Canberra City	2019	Quintessential Equity	\$59,000,000
AMA House, 42 Macquarie Street, Barton	2018	Australian Medical Assoc.	\$15,600,000
17 Moore Street, City	2018	CorVal Partners	\$20,650,000
70 Bunda Street, Canberra	2018	Dimitrios Unit Trust	\$13,350,000



Units 1 & 2, 40 Blackall Street, Barton	2019	Australian Medical Assoc.	2,976,550
Unit 12, 15-25 Brierly Street, Weston	2019	RedZed	\$500,000
23-41 Lysaght Street, Mitchell	2018	Makas Family	\$4,000,000
Woden Centre, Phillip	2018	Woden Square Pty Ltd	\$8,155,000
Unit 4, 63 Dacre Street, Mitchell	2019	Pixie IceCream Pty Ltd	\$785,000
Unit 148, 39 Eastlake Parade, Kingston	2018	Pratgal	\$1,592,000
38 Mort Street, Braddon	2018	Brede Management	\$1,098,000
Unit 4, 3-5 Phipps Close, Deakin	2018	Chiliad	\$470,000
4 Trevillian Quay, Kingston	2018	Joe Pisano	\$430,000
Unit 1, 27 Yallourn Street, Fyshwick	2018	Headtap Properties	\$319,000
165 Canberra Avenue, Fyshwick	2018	Hyperion	\$11,500,000
51-53 Mort Street, Braddon	2018	AET & Marque Northbourne	\$775,000
80 Lance Hill Avenue, Dunlop	2018	Tanchevski Management	\$4,600,000
99 Georgiana Terrace, Gosford	2018	Doma Group	\$46,500,000
Unit 7, 14 Lonsdale Street, Braddon	2017	Bill Pearson	\$165,000
78 Sawmill Circuit, Hume	2017	Sawmill Circuit Pty Ltd	\$4,450,000
AXS Business Park, Fyshwick	2017	Makas Estate	\$17,000,000
34-36 Mort Street, Braddon	2017	Makas Estate	\$11,500,000
50 Bunda Street, City	2017	Ivan Pirjac	\$9,800,000



90/43 Constitution Ave, Reid	2017	Anglican Diocese	\$880,000
1/56 Hoskins Street, Mitchell	2017	Makas Estate	\$390,000
25 Bartlet Place, Greenway	2017	The Club Group	\$6,450,000
222 City Walk, Canberra City	2016	Yartayne	\$465,000
5 Soundy Close, Belconnen	2016	DCI Group	\$1,400,000
12/33 Mort Street, Braddon	2016	TSD Holdings	\$1,390,000
122 & 245/102-104 Northbourne Avenue, Braddon	2016	Marque Northbourne Limited	\$925,000
38 Thynne Street, Bruce	2016	GDA	\$6,675,000
237-239 /51-53 Mort Street, Braddon	2016	Mort Street Investments	\$1,850,000
3/50 Curran Drive, Nicholls	2016	Gungahlin Golf Investments	\$1,650,000
19-21 Edgar Street, Ainslie	2016	MLM Admin Pty Ltd	\$2,000,000
84 Wentworth Avenue, Kingston	2015	WIN TV	\$2,438,000
38 Mort Street, Braddon	2015	Brede Management	\$920,000