



# Michael Darvell

ASSOCIATE DIRECTOR  
Melbourne



[Michael.Darvell@colliers.com](mailto:Michael.Darvell@colliers.com)

## EDUCATION AND QUALIFICATIONS

Agents Representative Certificate

Bachelor of Business (Management)

## CONTACT DETAILS

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Pre commitment  
Summary

## AREA OF EXPERTISE

Michael joined the Colliers International's metropolitan leasing team in 2010 and established himself as one of the leading leasing agents in the suburban office market prior to transitioning into a CBD leasing role.

With an expertise in medium to large suburban and CBD office developments and backfill, Michael is proficient in all project phases. From strategic input and advice into design / refurbishment scope, marketing, negotiation and all the way through to the execution of lease documents.

Michael has been involved in the leasing campaigns of some of the CBD and wider Metropolitan Melbourne's largest commercial office leasing opportunities which include:

- 839 Collins Street, Melbourne (39,000sqm)
- Building 1 and 2 – 576 Swan Street, Richmond (22,000sqm)
- 211 Wellington Road, Mulgrave (20,000sqm)
- 347-351 Burwood Highway, Burwood (11,000sqm)
- Building 8, 576 Swan Street, Richmond (8,800sqm)
- 17-21 Harcourt Parade, Cremorne (8,800sqm)
- B5, 658 Church Street, Richmond (5,600sqm)

## BUSINESS AND EDUCATIONAL BACKGROUND

Michael completed his school studies at Xavier College in 2005 and shortly after undertook and completed a Bachelor of Business (Management) from RMIT University in 2009 where Michael's key electives were Business Finance, Economics, Commercial Law and Accounting.

Upon completion of his post graduate studies Michael discovered his key passion was real estate and commenced employment at Colliers International.

After 7 years of being a key team member of Colliers International metropolitan leasing team, Michael is excited by the opportunities available by joining the CBD leasing team and has 'hit the ground running'.

## CURRENT / PREVIOUS CLIENTS

- Lendlease
- Dexus Property Group
- Growthpoint
- Frasers
- PGD
- Goodman
- Hacer Group
- Coles
- GE
- Property Bank
- Vantage Property
- Caydon Property



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## Client Testimonial



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T +61 3 9416 3400 F +61 3 9416 3404  
[caydon.com.au](http://caydon.com.au)  
ABN 75 155 166 040

4<sup>th</sup> October 2018

To whom it may concern,

I've worked with Michael Darvell and Matt Cosgrove over the past 24 months on Caydon's development site at 17-21 Harcourt Parade in Cremorne as part of The Malt District.

Our relationship originally started in 2013 when we ourselves were looking to secure office and were impressed with Michael's trust worthy nature and attention to detail in finding the right premises for our business.

Throughout our time working together, both Michael and Matt showed unwavering dedication, professionalism and proactivity which ultimately lead an exceptional leasing result for the project.

They provided end-to-end advice throughout the process, from building design and key marketing initiatives, right through to lease documentation.

Their client centric approach provided our team with transparency, as we were regularly updated with prospective tenant engagement initiatives and market activity. Our relationship proved extremely successful; Michael and Matt identified and secured MYOB as a whole building tenant for 8,800sqm directly via a canvass call and brokered the deal without tenant representation.

I could not be more confident in recommending Michael and Matt on projects or leasing campaigns and look forward to working with them again.

Kind Regards,

Jarrod Stratton

Chief Operating Officer



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## Client Testimonial

To whom it may concern,

I have known Michael Darvell from a professional perspective for more than six years.

Michael was appointed as an exclusive leasing agent on one of our most prominent business parks (with an end value of circa \$160M). He played a major role in achieving outstanding results and outcomes for the Developer and Landlord (through my previous role in New Business at Frasers Property Australia).

Michael's unfailingly professional approach and excellent knowledge / understanding of the commercial property market and fundamentals, meant that he developed and maintained strong industry relationships. His dedication to his work and loyalty to his customers, are second to none.

It is actually quite difficult to summarise the key qualities of a seasoned executive like Michael in a few lines, however I will say that he is one of the most intelligent, proactive and trustworthy professionals I have met in my time in property, and I look forward to the time that we work together again.

Kindest,

**Yasemin Ozbey** | General Manager - New Business

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Major  
Transaction  
Summary  
(1,000sqm+)

PROPERTY	CLIENT	TENANT	AREA
645 Elizabeth Street	PDG	CSL Limited	36,000sqm
611 Elizabeth Street	PDG	Trinity College	9,000sqm
17-21 Harcourt Parade, Cremorne	Caydon Property	MYOB	8,819sqm
839 Collins Street, Docklands	Lendlease	QBE	5,678sqm
2 Luton Lane, Hawthorn	Programmed	Swinburne University	5,600sqm
211 Wellington Road	Frasers Property	Alphera (BMW)	4,500sqm
2 Arcacia Place, Notting Hill	Goodman	Dennis Family Homes	4,000sqm
S8, Botannica Business Park	Botanicca 8 Pty Ltd	GE	4,000sqm
S8, Botanicca Business Park	Botanicaa 8 Pty Ltd	Forever New	3,556sqm
71 Gipps Street, Collingwood	Aus Finance	IWG (Spaces)	3,495sqm
570 St Kilda Road, Melbourne	Terraplex	Simmonds Homes	3,110sqm
211 Wellington Road, Mulgrave	Frasers Property	Monash University	2,800sqm
30 Convention Centre Place, Southwharf	Phillip Morris	Database Consultants Australia	2,633sqm



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PROPERTY	CLIENT	TENANT	AREA
21 Kellets Road Scoresby	Private	Techtronic Industries	2,553sqm
31 Gilby Road, Mt Waverley	DEXUS	Ryobi	2,500sqm
Ground Floor, 436 Elgar Road, Box Hill	Integra	Planet Innovation	2,457sqm
3 Prospect Road, Camberwell	Blakford	Papercut	2,400sqm
S8, Botanicca Business Park	Botanicca 8 Pty Ltd	Harris Scarfe	2,300sqm
351 Burwood Highway, Burwood East	Tallen Pty Ltd	United Energy	2,200sqm
1096 Toorak Road, Hartwell	Pacific Brands	Aus Home Care Services	2,196sqm
839 Collins Street, Docklands	Lendlease	Port of Melbourne	1,960sqm
839 Collins Street, Docklands	Lendlease	Australian Computer Society	1,960sqm
8/658 Church Street, Richmond	Property Bank	Designworks	1,895sqm
248 Burwood Road, Hawthorn	Hacer Group	Jellis Craig	1,817sqm
248 Burwood Road, Hawthorn	Hacer Group	XERO	1,814sqm
5 Burwood Road, Hawthorn	Lazzcorp	Moore's Legal	1,704sqm



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PROPERTY	CLIENT	TENANT	AREA
2 Brandon Park Drive, Wheelers Hill	Hallmarc	Outotec	1,700sqm
Building 3, 576 Swan Street, Richmond	GE	TSA	1,578sqm
347 Burwood Highway, Burwood East	Tallen Pty Ltd	NEC	1,508sqm
818 Whitehorse Road, Box Hill	PCL	Flexera	1,498sqm
5 Burwood Road, Hawthorn	Lazzcorp	TetraPak	1,457sqm
302 Burwood Road, Hawthorn	McClellan Delmo	Scope Victoria	1,378sqm
899 Whitehorse Road, Box Hill	Vantage Property	Micropower	1,307sqm
37-41 Prospect Street, Box Hill	Greentown Pty Ltd	Planet Innovation	1,300sqm
290 Burwood Road, Hawthorn	Bennelong	Beyond Blue	1,236sqm
253 Wellington Road, Mulgrave	Suleman Group	Lycopodium	1,216sqm
840 Dandenong Road, Caulfield	Zagame	Steller	1,214sqm
3 Prospect Hill Road, Camberwell	Blakford	Lanyon Partners	1,200sqm
630 Mitcham Road, Mitcham	APAC	Eastern Palliative Care	1,200sqm



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5 Burwood Road, Hawthorn	Lazzcorp	Prensa	1,156sqm
290 Burwood Road, Hawthorn	Bennelong	Holcim	1,142sqm
271 Collins Street	Private	DTF	1,150sqm
593 Blackburn Road, Mount Waverley	Pellicano Group	General Cables	1,100sqm
580 Church Street, Richmond	Cremorne Properties	Regus (Spaces)	1,108sqm
Chadstone Shopping Centre	Vicinity / Gandel	Boost Juice	1,100sqm
26-28 Prospect Street, Box Hill	Vantage Property	Community Housing Ltd	1,029sqm
347 Burwood Highway, Burwood East	Tallen Pty Ltd	Childcare	1,012sqm
580 Church Street, Richmond	Cremorne Properties	Regus	1,004sqm
81-125 Princes Highway, Dandenong	CBUS	ERMAH	1,000sqm