

Tom Appleby

Associate Director | Sydney Metro Sales

Investment Services

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AREA OF EXPERTISE

Initially joining Colliers in 2015 to work alongside National Director Jon Chomley as a Capital Markets analyst, Tom grew organically through the Colliers system, gradually applying his analytical skills, and gravitating towards, a sales role within the Investment Services team. Working closely with National Director Henry Burke, Tom established himself as a market leading commercial sales agent on the North Shore of Sydney. In 2020, Tom began leading the Sydney North Investment Services team.

Specialising in selling commercial / retail property (freehold and strata) and development sites (raw and DA approved) in the metro markets on the Lower and Upper North Shore, including the Northern Beaches, Tom has built a reputation for being a driven, personable, meticulous operator who is clearly passionate about real estate. Tom's ongoing enthusiasm for the property industry mixed with his excellent communication skills and his honest approach to business has seen him regularly achieve results above client expectations.

Having grown up on Sydney's North Shore, Tom possesses an intricate understanding of what's happening in and around the Lower North Shore of Sydney, regularly attending local council meetings to stay on top of Council Governance.

Over the course of Tom's 8 years' in the property industry, Tom has developed a strong interest in site consolidations i.e. strata amalgamations and collective freehold sales.

Internally, Tom is actively involved in Colliers' key initiatives, including Middle Markets, Portfolio Auctions, Restructuring Property Services (RPS), and Asian Investment Showcases, and forms an integral part of Colliers' National Strata Practice Group and Colliers' National Premium Investments Practice Group.

Tom sits on the Property Council of Australia's (PCA) Future Directions Committee .

As at October 2020, Tom has sold over \$300,000,000 worth of property.

PROFESSIONAL BACKGROUND

Tom's background is in property and finance, having previously worked for JLL and for International Acceptance, an independent financial services company, for 6 years. Prior to this, Tom was completing a Bachelor of Economics (Finance Major), which culminated in a semester at California State University.

Tom has lived on the Lower North Shore for most of his life and was schooled at SHORE School in North Sydney.

EDUCATION & QUALIFICATIONS

- Bachelor of Economics – University of Sydney
- Higher School Certificate – SHORE School
- Certificate of Registration
- Certificate IV Property Services (Real Estate – cont...)

AFFILIATIONS & MEMBERSHIPS

- Property Council of Australia Future Directions Committee Member (2019 - cont...)
- Australian Property Institute Young Property Professionals Committee Member (2016 - 2018)
- REINSW Member
- SHORE School OBU



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TESTIMONIALS

313 Pacific Highway, North Sydney -

"A quick note to confirm how impressed I am with the intelligence, efficiency and poise Tom Appleby demonstrated in recently selling my commercial freehold asset, the crown of my life. In meeting Tom, I was immediately impressed with his intelligence flavoured with passion for and understanding of the North Shore real estate market. He has a determined, positive nature I gravitated towards. Tom listened to my requirements, regularly communicated with me and did exactly what he said he would do. He always answered my phone calls or got back to me immediately. There was no 'fluff'. Determined, Tom was able to justify and elevate the intrinsic value of the property, when other Agents couldn't, despite the challenging Covid-19 market. Having owned the property for almost 20 years, the decision to sell was an emotional one. By facilitating a premium outcome Tom has certainly ensured the process was worthwhile. To say I'm happy with the result is an understatement. Tom and I did old fashioned European way, we shook hands and honoured the agreement. Trust can be hard to find in the property industry. I am pleased to say that I trust Tom wholeheartedly. His humility is to be commended."

Joseph Georghy - Vendor (Oct-20)

7 Hayes Street, Bawlgowlah -

"Hi James & Tom I would just like to thank you personally for the wonderful job you did in selling our property. The results were far better than my expectations. As you can imagine, this has been a very tumultuous and emotional time for me. I probably mentioned that I have been in the family business for over forty-two years, thirty-five years here at Balgowlah. I knew this time would eventually come, but now it is actually here, it's a bit like being hit over the head with a sledgehammer, multiple times! Upon reflection though there is also a feeling of great relief. I would also like to thank you for your kind words when you said that I could feel comforted in knowing that the building had been sold to good people who would make sure that it would be looked after and not neglected. This means a lot to me. Thanks again. tell your boss you both deserve a pay rise!"

Michael Pascoe - Vendor (Jul-20)

68 Alfred Street, Milsons Point -

"As the local property market began to cool in 2018, and our commercial strata building started to reach the end of its life cycle, the 68 Alfred Street Owners Group investigated the potential of a collective sale. We had heard Colliers had been involved in a number of strata amalgamations in and around North Sydney, so we approached Tom Appleby and Jon Chomley. From there, Tom and Jon worked closely with our appointed solicitor to ensure owner unity and transparency, they understood the strata renewal legislation in place, they directly liaised with the 15 different building owners in an efficient manner, and they subsequently facilitated a successful on-market international sale campaign. Despite a multitude of challenges, including the Council Fire Order on the building, Tom and Jon were able to negotiate a premium sale result that ensured flexibility by way of a short-term leaseback to the owner occupiers in the building. I would have no hesitation in recommending Tom and Jon to any strata body considering a collective sale."

Steven Dadich - Treasurer of Strata Owners Corporation (May-19)

18 Pacific Highway, St Leonards -

"After years of keeping us informed about what was happening in and around property and with the how the market was tracking, we had no hesitation in appointing Henry and Tom to sell our commercial investment property. Initially commencing a short 2-week Expressions of Interest campaign, Henry & Tom deemed it appropriate to adjust their strategy in line with the market, switching to a Public Auction method of sale. Henry and Tom were extremely confident with the auction process and knew that it would create significant competitive tension. They were right; we were ecstatic come auction day to sell our investment property under the hammer more than \$1M above reserve! Henry and Tom are true professionals; their genuine and direct approach gave us confidence during what was supposed to be a nervous time. We would strongly recommend them to anyone looking considering selling their property."

Patrick & Reta Barfield - Vendor (Jun-18)

97 Military Road, Neutral Bay -

"After originally appointing another Agency to sell our Neutral Bay investment, we decided to adopt a fresh approach by appointing Colliers International to take over the listing. The other Agent was unable to sell the property over a 6-month period. Tom and Patrick were eager, confident and diligent in their approach, thinking creatively about how to extract value throughout the course of the sale campaign. In the end, their in-depth understanding of the Lower North Shore market ensured the property was sold for a premium. We would have no hesitation in recommending Tom and Patrick to anyone looking to sell their commercial property. We will definitely consult them on any future property requirements; a pleasure to deal with."

Alice Ou - Vendor (May-18)

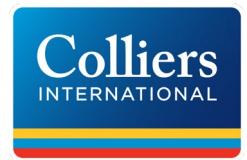
84 Alexander Street, Crows Nest -

"The amalgamation process wasn't without its challenges. Despite only 75% of owner agreeance being required for a collective sale, we realised it became imperative for the building to be sold in-one-line given the lack of precedent in the Courts. Notwithstanding varying tenures, priorities and opinions, Tom was able to bring all 10 owners together in the end, keeping us fully informed throughout the process and ensuring a result that made amalgamating worthwhile."

Rob Wynan - Chairperson of Strata Owners Corporation (Dec-17)

Properties | Sydney North

Sold by Tom Appleby



PROPERTY	ASSET	SALE VALUE	BUYER ORIGIN
33 Berry Street, North Sydney	B Grade commercial freehold building	\$93,000,000	
20 Bridge Street, Pymble	Prominent commercial business park	\$78,000,000	
Various / 68 Alfred Street, Milsons Point	27 strata lots sold in-one-line	\$48,200,000	
2 Chandos Street, St Leonards	Commercial freehold with upside	\$23,500,000	
Various / 53 Walker Street, North Sydney	10 strata lots sold in-one-line	\$20,156,250	
88 Walker Street, North Sydney	Commercial freehold with approval for hotel conversion	\$19,250,000	
Various / 97 Pacific Highway, North Sydney	4 strata lots sold in-one-line	\$12,008,985	
174 & 176 Old Pittwater Road, Brookvale	28 room New Generation Boarding House / development site	\$9,400,000	
84 Alexander Street, Crows Nest	Amalgamation of 12 lot commercial strata building sold in-one-line	\$8,160,000	
34-40A Falcon Street, Crows Nest	3 commercial freeholds with DA approval for mixed use development (14 units)	\$6,860,000	
Lot 134 / 69 Christie Street, St Leonards	90 car space strata investment (future residential development site)	\$6,100,000	
313 Pacific Highway, North Sydney	Freehold investment with upside	\$5,100,000	
32 Ridge Street, North Sydney	Freehold investment with upside	\$4,670,000	
8 Alexander Street, Crows Nest	Freehold investment with upside	\$3,600,000	
L3 & L4 / 153 Walker Street, North Sydney	2 whole strata floors with amalgamation potential	\$3,030,000	
L11 / 83 Mount Street, North Sydney	Whole floor strata investment	\$2,950,000	
253 Pacific Highway, North Sydney	Freehold investment with upside	\$2,930,000	
18 Pacific Highway, St Leonards	Freehold investment with upside	\$2,705,000	

Properties | Sydney North

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Various / 107 Walker Street, North Sydney	4 strata lots sold in-one-line	\$2,700,000	
71 Military Road, Neutral Bay	Boutique shop-top housing freehold investment	\$2,300,000	
435 Miller Street, Cammeray	Boutique freehold investment leaved to Newsagency	\$2,300,000	
L1 / 24-26 Falcon Street, Crows Nest	Vacant whole strata floor	\$2,300,000	
97 Military Road, Neutral Bay	Well-located freehold investment sold with vacant possession	\$2,280,000	
265 Pacific Highway, North Sydney	Freehold investment with upside	\$2,100,000	
GF / 781 Pacific Highway, North Sydney	269m ² vacant ground floor strata retail suite	\$2,040,000	
7 Hayes Street, Balgowlah	Freehold investment with value-add potential	\$2,030,000	
1101 / 53 Walker Street, North Sydney	274m ² vacant strata suite	\$2,000,000	
16 Falcon Street, Crows Nest	Freehold investment with upside	\$1,900,000	
L1 / 5-7 Alexander Street, Crows Nest	Whole floor strata investment	\$1,875,000	
L2 / 5-7 Alexander Street, Crows Nest	Whole floor strata investment	\$1,800,000	
2P2 / 205 Pacific Highway, St Leonards	Retail strata investment with strong lease covenant	\$1,780,000	
8 / 188 Pacific Highway, North Sydney	Commercial strata investment with potential for residential conversion	\$1,775,000	
302/121 Walker Street, North Sydney	210sqm vacant strata office	\$1,750,000	
L1 / 24-26 Falcon Street, Crows Nest	Vacant whole strata floor – potential for amalgamation	\$1,650,000	
L7 / 153 Walker Street, North Sydney	Vacant whole strata floor – potential for amalgamation	\$1,605,000	
L9 / 71 Walker Street, North Sydney	Whole floor strata investment	\$1,580,000	
253 Pacific Highway, North Sydney	Freehold investment with upside	\$1,560,000	