



Tom Appleby

Director | Investment Services

PROPERTY SALES | SYDNEY NORTH

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Colliers Sydney North

Level 42,
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Australia

12 Years' Experience



Sydney North Sale Specialist



\$900M+ in Completed Transactions



Expert Across Multiple Asset Classes



Focused Strategy Maximise Results



Education

Bachelor of Economics – University of Sydney

Higher School Certificate – SHORE School

Certificate IV Property Services

Certificate of Registration

Affiliations & Memberships

Property Council of Australia – Future Directions Committee Member (2019-cont...)

Australian Property Institute – Young Property Professional Committee Member (2016-2018)

REINSW Member

Tom is a Director and head of the Sydney North Investment Services team, specialising in the sale of commercial/retail property (freehold and strata) and development sites (raw and DA approved) on the Lower and Upper North Shore, including the Northern Beaches.

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 12 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 Office 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.

As of January 2024, Tom has been involved in over \$900,000,000 worth of property sales.



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KEY TRANSACTIONS.

| Address | Description | Price |
|---|---|--------------|
| 33 Berry Street, North Sydney | 16 storey commercial investment | \$93,000,000 |
| 20 Bridge Street, Pymble | Prominent commercial business park | \$81,000,000 |
| 378-390 Pacific Highway, Crows Nest | 4 adjoining commercial freeholds with development upside | \$51,000,000 |
| Various / 68 Alfred Street, Milsons Point | 27 strata lots sold in-one-line | \$48,200,000 |
| 6-8 Help Street, Chatswood | 8 storey commercial investment | \$39,200,000 |
| 50-56 Atchison Street, St Leonards | Two adjoining commercial freeholds with development upside | \$35,000,000 |
| 45 Murdoch Street, Cremorne | Amalgamation of 15 lot commercial strata building sold in-one-line for development | \$27,500,000 |
| 2 Chandos Street, St Leonards | Commercial freehold with upside | \$23,500,000 |
| 165-173 Military Road, Neutral Bay | 4 adjoining commercial freeholds with development upside | \$18,800,000 |
| 36-38 South Steyne, Manly | Manly Greenhouse, premium beachside investment | \$18,800,000 |
| 488 Pacific Highway, St Leonards | Premium retail stratum comprising 10 fully leased tenancies | \$18,000,000 |
| 48 Chandos Street, St Leonards | Amalgamation of 4 strata office floors sold in-one-line | \$12,525,000 |
| Various / 97 Pacific Highway, North Sydney | 4 strata lots sold in-one-line | \$12,008,985 |
| 570 Blaxland Road, Eastwood | Significant development upside | \$11,875,000 |
| 985 Pacific Highway, Roseville | Car showroom investment with development upside | \$9,750,000 |
| 174 & 176 Old Pittwater Road, Brookvale | 28 room New Generation Boarding House / development site | \$9,400,000 |



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| Address | Description | Price |
|--|--|-------------|
| 107 Killarney Drive, Killarney Heights | Rare waterfront parcel of land | \$8,850,000 |
| 194 Pacific Highway, St Leonards | Freehold interest of Hotel Urban | \$8,200,000 |
| 84 Alexander Street, Crows Nest | Amalgamation of 12 lot strata building sold in-one-line for development | \$8,160,000 |
| 47-53 Pacific Highway, Waitara | Car showroom investment with development upside | \$8,120,000 |
| 539-541 Sydney Road, Seaforth | Mixed use freehold investment leased to CBA | \$7,645,000 |
| 34-40A Falcon Street, Crows Nest | 3 commercial freeholds with DA approval | \$6,860,000 |
| 267 Pacific Highway, North Sydney | Commercial freehold investment with development upside | \$6,120,000 |
| Lot 134 / 69 Christie Street, St Leonards | 90 car space strata investment (future residential development) | \$6,100,000 |
| 372-372A Military Road, Cremorne | Freehold investment with upside | \$5,400,000 |
| GF1, 154-158 Elizabeth Street, Sydney | Versatile retail investment leased to IGA | \$5,380,000 |
| 8 Priory Road, Waverton | Unit block investment (freehold, 7 units) | \$5,200,000 |
| 313 Pacific Highway, North Sydney | Freehold investment with upside | \$5,100,000 |
| 32 Ridge Street, North Sydney | Freehold investment with upside | \$4,670,000 |
| 84 Alexander Street, Crows Nest | Amalgamation of 12 lot commercial strata building sold in-one-line | \$8,160,000 |
| 23, 368 Military Road, Cremorne | Strata Retail Investment | \$3,750,000 |
| 8 Alexander Street, Crows Nest | Freehold investment with upside | \$3,600,000 |