



CAPABILITY STATEMENT

Commercial Property Management

Darwin

The Colliers Alternative

Unmatched Commercial Property Management in the Darwin Region

Colliers continues to deliver exceptional commercial property management services throughout the Darwin area. Our team consists of highly skilled and qualified professionals, boasting a collective experience of over 60 years. We focus on the daily operational functions of buildings while also coordinating specific tasks, such as capital maintenance and replacement programs, to maximize financial results and provide operational recommendations that ensure optimal long-term performance.

The Commercial Property Management team is bolstered by Colliers' in-house specialists, including experts in Commercial Sales and Leasing, Valuations, and Residential Sales and Leasing.

The Colliers Darwin office is home to 20 dedicated staff members. Our diverse range of complementary service disciplines not only benefits our clients but also reinforces our leading position in the Northern Territory property market.



Real Estate Management

Facilities Management

Sales & Leasing

Valuation & Advisory

Property Research

Rural & Agribusiness

Sustainability Project

Management Services

Investment Services

Lease Administration & Renewals

Our knowledgeable commercial property team manages all leasing responsibilities, which include negotiating new lease terms and renewals, preparing and issuing lease documentation, and ensuring adherence to legal requirements and regulations.

We diligently monitor key dates and lease conditions to guarantee that all leases stay compliant and current.



Rent Collection & Financial Management

Colliers' efficient systems guarantee that rent invoicing and supplier payments are consistently timely. We diligently monitor any overdue rental payments to help tenants stay current and maintain property cash flow. Our monthly reports keep building owners informed and updated on their property's performance.

Additionally, we invite building owners to discuss customizing reports to meet their specific needs and address any unique requirements they may have.



Communication

We recognise the significance of maintaining consistent and transparent communication with both our Building Owners and their Tenants to keep everyone informed about leasing, maintenance, and financial matters.

We offer regular written property inspection reports. For any incidental maintenance or leasing concerns, you can reach us by phone or email at any time.



Property Maintenance & Repairs

Given the extensive portfolio of properties we oversee, our experienced property management team swiftly and effectively prioritises and addresses all repair and maintenance needs. We leverage a broad network of reliable and cost-effective contractors.

Our diverse range of properties allows our team to engage with the most suitable contractors and suppliers for each specific task, ensuring value through their services and competitive pricing.

To guarantee our Owners receive the best service and pricing, we regularly re-tender contracts, covering a wide array of services including technical support, general building repairs, cleaning, and security services.



Legal Compliance

In property management, understanding legal requirements and reducing risks is essential. Our knowledgeable experts remain current with the latest regulations to ensure your property stays compliant.

Our team conducts regular audits and risk assessments, identifying potential issues before they become significant problems. This proactive approach not only helps in maintaining compliance but also enhances the overall safety and security of the properties we manage.



Commercial Property Management Team



Lyndsey Harford
Director
Commercial Property Management

Passionate About Property

Lyndsey commenced her dynamic real estate career in 2011.

For the past eight years, she has been a vital member of the Colliers team, contributing significantly in both the Residential and Commercial Departments.

Her multi discipline property expertise, includes; residential property management, commercial sales and leasing and property marketing.

With her broad skill set, she demonstrates exceptional attention to detail and proactively tackles challenges, all while remaining dedicated to providing outstanding service.

Lyndsey has a remarkable ability to build strong relationships with clients and colleagues through her trustworthy and honest approach.



Kathleen Kyling
Commercial Property
Manager

Expertise in Property Management Compliance

Kathleen is a highly experienced member of the Commercial Property Management team, boasting 25 years of expertise in overseeing commercial, retail, industrial, and residential properties across NSW, QLD, VIC, and NT.

Before joining Colliers, Kathleen held positions at Sentinel Property Group, CBRE, and LJ Hooker. Her adeptness at navigating complex property portfolios has been vital in achieving success for her clients.

Kathleen's experience encompasses the management of various shopping centres, including Kings Cross Shopping Centre and Kings Langley Shopping Centre. She possesses extensive knowledge of property maintenance issues and excels in property compliance, reporting, and contract management.

Commercial Property Management Team



Ross Tsounias
Commercial Property
Manager

Enhancing Value in Commercial Properties

Ross is a dynamic and knowledgeable member of our Commercial Property Management team, bringing a wealth of experience and expertise. With ten years in the Territory's real estate sector, he has made significant contributions to both residential and retail property management.

As a lifelong resident of the NT, Ross has built a strong network within the trade and property sectors, equipping him to effectively address landlords' maintenance concerns.

While also having a trade background Ross offers a unique perspective that combines both contractor and managerial insights, allowing him to foresee and resolve issues before they arise.

He excels in overseeing large-scale maintenance projects and upgrades, uncovering efficiencies and cost savings through his specialized knowledge in this area.



Maxi Rotter
Business Support Officer

Excellence in Financial Management

Maxi is a certified bookkeeper dedicated to maintaining accurate financial records and managing both accounts payable and receivable.

Her extensive expertise in the hospitality, construction, and real estate industries enables her to evaluate various factors and implications, striving for the best outcomes for both landlords and tenants.

Through her innovative approach, Maxi provides efficient and precise financial analyses, consistently applying smarter principles and meaningful solutions for Colliers' commercial property owners.

She takes charge of annual budgets and implements inventive cost-saving strategies to boost the performance of commercial property assets.

Renowned for her unwavering accuracy, integrity, and credibility, Maxi places a strong emphasis on trust, transparency, and excellence in financial management.

Colliers In House Experts

The Commercial Property Management team is enhanced by Colliers' in-house specialists, encompassing experts in Marketing & Research, Commercial Sales and Leasing, Valuations, as well as Engineering and Design. Our team's vast expertise extends well beyond traditional property management.

Advisory Team



Chris Hyland
Managing Director | Darwin



Mark Jagla
Director | Commercial Agency



Tony West
Director | Valuations

Research & Support



Lianna Tsounias
Marketing & Research
Manager



Jack Loynes
Commercial Sales & Leasing
Agentt

A selection of our portfolio

8 Mendis Road
East Arm



Leased to Qube Energy - 18,000m² Industrial Facility

CBD Plaza
Cavenagh Street, Darwin



Leases to major tenants Woolworths, BWS & Blooms The Chemist

Coolalinga Shopping Centre

452 & 460 Stuart Highway, Coolalinga



The Coolalinga Shopping Centre boasts a diverse mix of 22 retail and office tenants, including notable names such as Australia Post, Bendigo Bank, H&R Block, and Burson Auto Parts.

- We have successfully achieved full occupancy at the Centre through proactive marketing and advertising.
- Our team effectively addresses unique challenges presented by the location, including the lack of a connection to town water, a limited number of contractors willing to travel beyond the Darwin area, and navigating the complexities of a regional town council.
- We maintain open communication with the property owner, a long-established Darwin family who prefers to be actively involved and informed about all activities at the Centre. Our strong relationship with this owner has enabled us to manage several of their other retail and industrial properties in Darwin and Katherine.

Homezone

660 Stuart Highway, Berrimah



Homezone comprises 4 major national tenants, Amart, Barbeques Galore, Joyce Mayne and Reece Plumbing.

This facility was built in 2018 and Colliers, who were the appointed leasing agents, achieved 100% occupancy with these prized national blue-chip tenants.



Sentinel Office Portfolio

Jacana House, Cascom, Arnhemica House & The Herbarium

The Sentinel Portfolio includes Cascom (six building business park with a gross lettable area of 10,943 sqm), Jacana House (9 storey commercial office tower), Arnhemica House, The Herbarium, 18 Wishart Road and 639 Stuart Highway.

Over 70% of the tenants occupying these assets are NT and Federal Government.

Service Delivery:

- We offer facilities and property management services for this diverse Sentinel Property Group portfolio which consists of a large range of commercial, industrial, and retail properties.
- Record management, including database maintenance and documentation for buildings and contractors.
- Coordination of contractors.
- Conducting building audits.
- Management of contracts.
- Routine maintenance.
- Engagement with specialist consultants.
- Coordinate annual building surveys.
- Coordination of compliance.
- Incident reporting and risk mitigation.
- Fortnightly and monthly inspections.

Commercial Property Management at the highest level



What our clients say about us....

"Colliers International NT has managed the CBD Plaza for the Uniting Church Australia since 2001.

During this time Colliers has consistently provided high performance service from both an operational and financial perspective. Colliers has developed strong relationships with our tenants which has assisted with re-leasing of tenancies and maintaining high levels of satisfaction. As the landlord, our organisation highly values the pro-active nature of Colliers engagement with our tenants, which includes sound follow up on issues raised.

Colliers have also strategically managed maintenance contracts and trades to ensure the asset is maintained to an impeccable standard. The way Colliers has undertaken a watching brief over our property has meant that potential problems have been nipped in the bud.

We particularly appreciate Colliers structured reporting methods which involve regular financial and operational reports and representation at our quarterly board meetings. As a church, our job is to get on with church business, hence we greatly appreciate Colliers getting on with the business of managing the CBD Plaza so we can get on with ours. In my role as CEO and Chair of our Plaza Operations Committee, I have no hesitation or reservation in recommending Colliers International NT for Commercial Property Management services."

Yours sincerely,

Peter Jones

General Secretary -

Uniting Church in Australia Property Trust

"Laura Lion has helped us rebuild our tenancy list post covid at our commercial property at Winnellie in Darwin, Laura has put in a lot of effort and given us sound advice regarding leasing, the property market and access to tradesmen etc....

Laura is a valuable employee for Colliers Darwin branch and has produced good results for both them and my company because of her work ethic and professionalism, I would highly recommend Laura especially and the team behind her at Colliers Real Estate Darwin."

Paul White [Director] John White & Sons N.T. P/L

"Colliers Darwin has managed my commercial property portfolio for 10 years.

In that time, the team at Colliers have demonstrated their professionalism, industry knowledge, and are focused on my best interests. Over the 10 years, the team at Colliers have assisted me in many and varied property transactions, from securing national tenants, increasing rental yields, and maintaining compliance across all areas, ensuring that I can focus my time and energy on investing in new projects and continue to build my portfolio.

A special mention to Laura and Elisa from the Commercial Property Team, who have been wonderful representatives on my behalf. Responsible for managing a diverse set of tenants and properties across the Top End. They both go above and beyond to ensure the best possible results for me, my tenants and the overall management of the asset. I am happy to recommend them to anyone seeking the services of a reputable and highly efficient property team."

Jane Biddlecome, JB Property & Development



We are enterprising.

Our expert advice to property owners, investors and occupiers leads the industry into the future. We invest in relationships to create enduring value.

What sets us apart is not what we do, but how we do it.

Our people are passionate, take personal responsibility and always do what's right for our clients, people and communities. We attract and develop industry leaders, empowering them to think and act differently to drive exceptional results.

What's more, our global reach maximises the potential of property, wherever our clients do business

Licensed Real Estate Agent
Level1, 13 Cavenagh Street Darwin NT 0800
08 8997 0888
www.colliersnt.com