

Commercial growth

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ROBBIE Delmege is a man with a vision who is determined to grow his father's small family business into an Australian household name.

This week he opened a large Delmege Commercial office in Brookvale and in the year since he took over from his famous father, Max, he has tripled the number of people working in the commercial arm of the business and has his eye on commercial opportunities in North Sydney and Brisbane.

"My vision is to be a leading commercial property consultancy firm in Australia," he said.

"My father has been recognised as one of the leading identities over the last 20 to 30 years and I am

now looking to take it to the next level," he said.

Delmege has four residential offices on the northern beaches: Collaroy, Newport, Mona Vale and Avalon. But Robbie, the new CEO, has plans to extend out of the peninsula to open offices on the lower north shore and the Eastern Suburbs.

But it is in the commercial real estate arena where Robbie is most excited and sees the biggest gains.

"We have \$300 million worth of developments beginning in July of this year and we can give clients the full spectrum of advice, from consultancy, property development, strata managing and commercial leasing," he said.

Being players themselves in the development market gives Delmege Commercial credibility and Robbie sees commercial real estate as a great investment, especially now that residential real estate has peaked.

"Brisbane is the most expensive office space in the country at the moment but Sydney will come back bigger and better and we are well placed to give clients a full range of advice," he said.

To help launch the commercial office members of the Sea Eagles team were on hand on Tuesday night, including Brent Kite, Anthony Watmough and Steve Menzies. Delmege Commercial is a major sponsor and joint owner of the Manly Warringah Sea Eagles.



Robbie Delmege (left) with Matt Orford at the launch and (inset) fellow Sea Eagles Jason King and Mark Bryant.