



The 'house-like' Neutral Bay apartments drawing downsizers

A boutique building of just seven apartments in Neutral Bay is attracting downsizers seeking quality and space.



It stands to reason that a more experienced home owner – someone who has lived in or owned multiple properties – will be prepared to wait a little longer for a home that's "just right".

The typical downsizer has probably seen the highs and lows of the property market, and had to live with all kinds of good and bad property features. So, when it comes time to choose a sanctuary ready for retirement, or after the kids have moved on, they know that landing a premium apartment in a premium location can take time.

At [Colindia](#) in Neutral Bay, a new development from Fortis, over half of the residences have been snapped up off the plan by downsizers, with one sold to a savvy investor.

CBRE agent and Sydney director Ben Stewart says buyers have confidence in Fortis' good track record, which encompasses an eye for detail, high quality finishes and great after-care service.



Colindia is positioned close to transport, shops and the harbour.

"Fortis always appoints a very high-level builder," he says. "It pays them back in the next development as they get a following and word-of-mouth referrals. The people who buy in are happy with the end product and happy to recommend Fortis."

Stewart says Fortis starts by listening to the target market and going the extra mile to understand exactly what matters so they can deliver projects without compromise.

"If there are changes to be made ... they're very accommodating," Stewart says.

At Colindia, architect Paul Buljevic, the managing director of PBD Architects, is on hand to tweak floor plans to match the needs of individual buyers.



Over half of the residences at Colindia have been snapped up off the plan by downsizers.

"It's almost a crafted approach that's tailored to that end of the market," he says.

"I'd describe the design as a restrained opulence with quite neutral palettes and refined detailing, texture and materiality to create a very good backdrop to allow the end-user to add their own identity to the space."

Buljevic says today's best developers focus less on squeezing as much density as possible onto a given site and more on good planning that enables a gold-standard quality of life.

"Downsizers are looking for an apartment building that gives them the opportunity to live independently and not have the kind of maintenance their former home would bring," he says.

"They're looking for carefully considered, functional floor plans with high-quality finishes. There's been a significant shift to almost house-like proportions, which give downsizers some of the touchstones of their former home.



The boutique project features neutral palettes and refined detailing, texture and materiality.

"We're seeing opulent kitchens, second or L-shaped living spaces, grand-sized master bedrooms with walk-in robes and en suites."

Buljevic says downsizers are tuning in to the "furnishability" of a space and are attracted to apartments with good wall space for furniture, artworks and joinery. Storage and privacy are also high on the wish list.

Part of what will make Colindia special, says Buljevic, will be the feeling of living in an elevated home, with the intimacy of having your own space in a boutique building of just seven apartments set at the end of a quiet cul-de-sac, yet close to transport, shops and the harbour.

"At PBD Architects, our ethos is very much a balance between the pragmatic and the beautiful," he says. "We're extremely meticulous around floor plans and the efficiencies of space and we balance that with innovative and quality architecture.

"Most of these purchasers take the time to do their homework; they want to know who the architect is, who the builder is, what's their capability to deliver on a promise. They're quite astute when it comes to understanding good planning and good design."

To find out more about Colindia, visit the [Domain listing](#) or enter your details below for a response from Fortis Development Group.