

Property Development

“ Property developers often see opportunity where others just see land. At Harwood Andrews, when our clients see opportunity, our purpose is to help them achieve their outcomes. ”

Harwood Andrews Lawyers is involved with some of Australia's largest property development projects.

The critical factor: time

Missed opportunities can come down to one critical factor - time. Our developer clients identify the right time to act. The advice and assistance we can give is important, but we know that our clients usually need that advice and assistance in a very short time frame. Our project based and focused approach means that we can provide our services when required by our clients, on a comprehensive and time-sensitive basis.

Our project based approach

Our property developer clients see us as part of the structure of their project and not an external service provider.

Today's property developer expects their legal advisors to provide them with the full range of services required for a successful property transaction. We provide these services in a coherent and co-ordinated manner, which is critical to our clients' success. Our clients' purpose is to complete their projects on time and on budget. We are on their side in facilitating that outcome. We are involved in clients' property transactions and developments from due diligence, through to its completion and eventual delivery. We are regularly engaged to provide counsel on clients' projects from their inception. We offer salient advice on structuring prior to acquisition and continue to advise through to purchase, the development of the project itself and its delivery, which may be lease, sale, use or a combination of these.

Our specialist lawyers work with our clients in all facets of the development process and manage dealings with multiple stakeholders. At the core of our work in the property development sector is helping our clients to complete their projects on time and on budget.

A focussed approach

Victor Di Felice leads our property development group, supported by a team of accredited property law specialists. We work together with clients on technical and complex negotiations with other parties, bringing a problem solving and outcome driven approach to the table.

Our property development group lawyers are focussed on one thing - property development, which means they can provide effective and strategic advice based on their experience and knowledge. Property development can throw up all sorts of issues (usually at the most inconvenient time), but it is likely that our property development group lawyers have come across the issue before. We can provide advice and solutions, with the critical factor in mind - time.

Using all of our resources to achieve your outcome

We provide property developers with the range of services needed in a structured, incisive and co-ordinated manner. Our property developer clients benefit from our understanding of taxation related matters and project structuring. Our property law team works extensively with our business law and litigation teams to ensure that comprehensive advice is always available.



YOUR OUTCOME • OUR PURPOSE

Contact our Property Lawyers

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EMPOWERING OUR CLIENTS TO ACHIEVE THEIR OUTCOMES

Our Services

Our areas of practice include:

- property acquisitions and disposals;
- residential, retail, industrial and mixed use developments;
- subdivisions;
- joint ventures and development agreements;
- bulk residential land sales;
- project management agreements;
- structuring advice and implementation for property developments and transactions;
- property management and owners corporation advice and agreements;
- planning agreements;
- option agreements, tenders and expressions of interest; and
- GST, stamp duty and GAIC advice.

Our key property developer clients

The clients we act for are a measure of our ability to provide result-driven advice. Our clients include Linfox, Avalon Airport, Casey Capital Partners, Moltoni Corporation, Vicland Property Group, Donald Cant Watts Corke, Quest Serviced Apartments, Icon Construction Australia, NeoMetro and Southern Sustainable Developments.

Recent transactions

Harwood Andrews is currently involved in transactions and developments with an end value exceeding \$1 billion.

Serviced apartments and hotels

- Advising Quest Serviced Apartments in relation to the acquisition, development and sale of serviced apartments.
- Acting on the purchase, subdivision and sales of the Mildura Marina Hotel and River's Edge sites.

Apartment developments

- Acting for NeoMetro in relation to their Ferrars Street, South Melbourne, Domain Road, South Yarra and Smith Street, Fitzroy apartment projects.
- Acting in relation to the mixed use development The Edge, Torquay.
- Acting on the development and sales of apartments at Point Grey Apartments, Lorne.

Broad acre subdivisions

- Acting in relation to Warrailiy, Armstrong Creek, one of the largest broad acre developments in Australia.
- Acting for Moltoni Corporation in relation to Fyansford Green (2000 lots).
- Acting for Southern Sustainable Developments in relation to The Rise at Lyndhurst (340 lots) and Seagrove Philip Island (250 lots).

Commercial property development and leasing

- Acting for the developer of Keystone Business Park, a master planned new generation business park community .
- Acting for Vicland Property Group as landlord on the leasing of Point Cook Community Shopping Centre.
- Acting for the landlords of shopping centres including Market Square and Two3Four Collins.
- Acting for the landlord in relation to acquisition, development and leasing of premises to the Australian Taxation Office and Centrelink.
- Advising Icon Construction Australia in relation to the acquisition and redevelopment of the former Bullring Nightclub site in Fitzroy, including negotiations with the supermarket and commercial car park tenant.
- Acting in relation to the development and leasing of Harrison Place, Geelong, comprising 5 levels of retail and office premises.

Contacts

If you would like assistance with any property and development related issues please contact **Victor Di Felice** on 03 9611 0162 or vdifelice@harwoodandrews.com.au

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