

# Property & Projects

Capability Statement

**HILLHOUSE**  
legal partners



simply strategic

# Proven Property Performance

Our in-house property team applies professional expertise and experience for property projects of all sizes and scale throughout Queensland, and across Australia and Asia-Pacific.

We understand the inherent challenges and cost pressures associated with property projects. We assist to de-risk projects while helping you advance commercial objectives.

We support clients with timely, responsive and precise legal services to accelerate transactions and project outcomes, while respecting opportunity, commercial objectives and holding costs.

We are responsive to the dynamic nature of the property market and ever-changing legal landscape in the property industry.

## We support all property sectors

We work across property projects of all sizes, scale and complexity. This includes large and small scale residential, CBD towers, shopping centres, industrial, mixed use, strata, marinas and community title developments.

## We support all property proponent interests

We act for developers; fund managers; property trusts; property syndicates and funds, local government and specialist consultants on a diverse range of property matters. We have the experience and expertise to assert and protect our client's interests from all perspectives.

## We support projects at any stage

We provide strategy and legal advice across all stages of the property lifecycle from feasibility to disposal and settlement.

# Expertise

## ADVISORY

Investment structures

Large and small scale property development

Joint venture agreements

Construction and building contracts

Community title developments

Development management agreements

Property taxation including GST, stamp duty and land tax

Statutory valuation, objections and appeals

Resumption claims

Infrastructure agreements

Leasing – commercial, retail and industrial

Acquisitions and disposals

Due diligence management

Real estate agency compliance

Conveyancing

## OTHER EXPERIENCE AND SPECIALITIES

Sustainable property development and management, including Green leases

Tourism developments including marinas and resorts

Child care and early learning

Health and medical

Aged care

# Property Projects

Our team has extensive experience in developments of all types, size, scale, and density; from acquisition and construction through to sales and disposal. As demonstration of our capability, knowledge and service range, our team has supported property clients across Australia and Asia-Pacific.

## Developments, including redevelopment and asset restructures

We support projects of various scales, across the following sectors and asset types:

- ◆ Hotels and resorts, including marinas
- ◆ Leisure and tourism assets
- ◆ Residential: including unit towers, townhouses, house & land and subdivisions
- ◆ Canal, waterway and marina based residential development
- ◆ Mixed use
- ◆ Industrial
- ◆ Agribusiness

## Acquisitions

We assist clients with acquisitions, across various property asset types, including:

- ◆ Hospitals
- ◆ Property trust holdings
- ◆ Commercial and retail
- ◆ Residential projects
- ◆ Vacant land
- ◆ Land tenure resolution

We provide our clients with specialist advice and services to provide project certainty.

## Disposal/ sale

Our team is experienced in many pre-market matters, including the creation of property structures to facilitate efficient future on-sell.

We ensure all property assets in any development project are ready for effective and efficient disposal.

## General legal advice and representation

We provide general legal advice and representation for the property sector.

We have supported diverse company interests including clients within the specialist development industry, along with leisure, childcare & education, community service, health and retail sectors.

## Key Contacts



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*"I have known the Head of Property at Hillhouse for over 25 years, and as my personal lawyer and my companies' lawyer I hold him in the highest regard personally and professionally. Hillhouse consistently demonstrate their professionalism and expertise to protect my interests, along with the interests of my companies. They handle all of my matters logically, effectively and efficiently, with a strong commercial focus. They listen and understand our needs and keep us informed of progress, while suggesting smart solutions when there are difficulties."*

*Patrick Gay A.M.  
Gay Group of Companies*

# Why Hillhouse:

## Expert

Team capability with over 30 years' experience in property law, allowing us to set an effective and efficient pathway to meet your objectives

## Engaged

Client-centric partnership approach with direct liaison and frequent, open communication about progress through whatever means best suits, including face-to-face and electronic information exchange

## Commercial

Focus on your business objectives and commercial expectations

## Specialist services

Full range of property services to advance projects of any scale

## Timely

Responsive to the pace of property projects, with high volume delivery within short time frames

## Transparent

Working to agreed strategy with cost transparency, flexible fee options, all within budget

See how we can assist you with the most efficient and effective legal solution. Contact us at 07 3220 1144 or [email@hillhouse.com.au](mailto:email@hillhouse.com.au) for an obligation free consultation and appraisal. As your legal partners, Hillhouse provides a diverse range of legal services delivered in a flexible way.

We understand our clients need legal support to suit their varied routine and locations. We always engage as needed, whether that be a meeting at your location or ours, by phone, email or video conferencing.

To see how we can meet your varying and changing needs, please review our full service offer at [www.hillhouse.com.au](http://www.hillhouse.com.au).

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