

AJ&CO

Liana Venditti

Special Counsel
Real Estate & Commercial

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I bring a thoughtful, hands-on approach to my work, partnering closely with clients to guide them through property transactions with clarity and confidence.

A strategic and commercially minded property lawyer who partners with clients to deliver efficient, high-value transaction outcomes.

Introduction

Liana is a senior property lawyer with over a decade of experience advising on complex real estate transactions, development projects and property-related corporate matters across Australia. She works closely with developers, investors, corporates and institutional clients, providing pragmatic and commercially focused advice and guiding matters efficiently from inception through to completion.

Liana advises across the full lifecycle of property transactions, including acquisitions and disposals, large-scale residential, mixed-use and commercial developments, and property portfolios connected with corporate and M&A activity. She is recognised for her ability to manage technically complex matters, coordinate multiple stakeholders and deliver outcomes aligned with her clients' commercial objectives. Liana regularly leads transactions involving development sites, staged projects and national portfolios and plays an active role mentoring junior lawyers.

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Expertise

- Sales and acquisitions of commercial, industrial and residential property
- Residential, mixed-use and large-scale development projects
- Property aspects of mergers and acquisitions
- Drafting and negotiation of land sale contracts, development agreements and option deeds
- Due diligence investigations and transaction management
- Indirect taxes, including stamp duty, GAIC and land tax
- Portfolio management and strategic property advice
- Leasing across commercial, retail and industrial sectors

Experience

Recent transactions of note include:

- Lead property lawyer on the sale of a self-storage business comprising 13 freehold properties and associated operating businesses to a global private equity firm, including negotiation of land sale contracts and ancillary documentation (approx. $400 million; FIRB approval).
- Acting for a private developer on the staged sale of a residential development, including drafting and negotiation of transaction documents, owners corporation rules and subdivision applications.
- Advising an A-League football club on the acquisition of freehold and leasehold sites and negotiation of a development agreement with a local government authority.
- Lead property lawyer on the acquisition by a major format retail group of a stake in Home Consortium, involving 19 freehold development sites nationally and management of a multi-lawyer transaction team (approx. $70 million).
- Acting for an international fashion label on the acquisition of its Australian operations, including 13 retail stores nationally and associated leasehold interests (approx. $5 million).
- Advising on the sale of a retail and wholesale coffee business to a listed European company, including the assignment of multiple property interests and management of complex stakeholder dynamics (approx. $30 million).
- Project managing the acquisition of more than 1,000 telecommunications sites Australia-wide for a national telecommunications provider in connection with NBN infrastructure delivery.

Qualifications

- Graduate Diploma of Legal Practice, The College of Law
- Bachelor of Laws (Graduate), La Trobe University
- Bachelor of Arts (Italian and Legal Studies), La Trobe University

Memberships

- Law Institute of Victoria
- Victorian Women Lawyers



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