



AJ&CO

Ben
Webster

Practice Leader
Real Estate & Commercial



Being involved from the very start of any project is important as it means you can play an integral role and add maximum value.

With over a decade of experience, Ben Webster is a trusted real estate and leasing advisor across Queensland and nationally.

Introduction

Ben's expertise spans the full property lifecycle – from managing high-value acquisitions and disposals to supporting ongoing portfolio management. Known for his clear communication and ability to demystify complex matters, he is a trusted advisor to a wide range of clients.

He acts for buyers, sellers, landlords, tenants and developers, bringing a commercial mindset and a deep understanding of each party's priorities to shape strategies that are both cost-effective and outcome driven.

Ben's experience covers a broad spectrum of asset classes, including commercial, industrial, childcare, residential, retail, rural, and specialist disability accommodation. He works closely with clients and their advisors to ensure every decision is strategically aligned and positioned for success. With a strong relationship focus and a client-first approach, Ben is known for delivering results that consistently exceed expectations.

Whether navigating a complex transaction or providing strategic insight, his focus remains on maximising value and driving success at every stage.

Expertise

- Development management and joint venture agreements
- Due diligence
- Property projects and property structuring
- Leasing
- Disposals and acquisitions
- Fund throughs

Experience

Recent transactions of note include:

- assisting a seller on the leasing up and disposal of an industrial property circa \$92M;
- assisting a seller on the disposal and lease back of a commercial property circa \$57M;
- assisting a buyer to purchase a 17 lot strata shopping centre circa \$35M;
- assisting a landlord to recover in excess of \$500k in outstanding rent and outgoings from multiple tenants by renegotiating leases with tenants in arrears; and
- assisting various landlords to manage both suburban and sub-regional shopping centres of various sizes from 5 to 150+ tenancies.

Qualifications

- Practicing law since 2012
- Bachelor of Laws, James Cook University
- Graduate Diploma of Legal Practice

Memberships

- Queensland Law Society
- Moreton Bay Law Association



Ben Webster
Practice Leader

bwebster@ajandco.com.au
0400 469 087