



AJ&CO

**Sarah
Bird**

Partner
Real Estate & Commercial



Getting the right advice up front can make the world of difference to the end result. Taking the time to listen and understand the business and goals of my clients is my critical first step.

Sarah is results focused legal practitioner with a passion for real estate and business transactions.

Introduction

Sarah's extensive knowledge of leasing, finance, property and business sales and acquisitions has made her a sought after advisor in this often challenging practice area. She has worked with everyone from local developers to top 10 ASX listed companies.

Sarah provides relevant, sensible and commercially strategic advice and has a reputation for delivering authoritative counsel under pressure. Her ability to communicate clearly and directly ensures she is able to manage client expectations effectively and ensure they remain informed at all times.

Sarah makes understanding your business her business so you always get the right advice and the most effective strategy first time, every time.

Expertise

- Property development
- Commercial, industrial and residential disposals and acquisitions
- Establishment of bodies corporate and subdivisions
- Due diligence
- Real estate and commercial finance
- Commercial, industrial and retail leasing for landlords and tenants
- Non-disclosure and confidentiality agreements
- Hospitality law, including liquor licence and gaming applications and amendments

Experience

Recent transactions of note include:

- acting as key legal advisor to BusWest Holdings in the negotiation of an international syndicate in a joint venture and facility agreement for the BusWest industrial development;
- acting as key legal advisor on the sale of the land and separately the business of Agnes Waters Beach Holiday Caravan Park;
- acting for Clarence Property Group on the structuring and sale of its off the plan industrial development at Heathwood; advised and negotiated the \$32.25m sale of a proposed lot which was the subject of an agreement to lease to Volvo Group Australia, the fund through deal (from negotiation to execution) took less than a week;
- advising major retail tenants (including top 10 ASX companies) and institutional landlords on the negotiation of leases, preparation of master leases and disputes with landlords nationally;
- advised joint venture partners on the structuring and development of a staged off-the-plan strata industrial project with a completed value of \$1.5 billion;
- advised listed and unlisted clients and property funds on complex acquisitions and disposals of property including development, agricultural and industrial sites and retail and commercial centres;
- advised a major multinational on the acquisition of \$188m worth of hotel and gaming sites, including obtaining liquor and gaming licenses using foreign sourced funds;
- advised and negotiated leases (including design and construct agreements to lease);
- advised on lease disputes for top 10 ASX companies and government departments;
- advised on the sale and purchase of management rights businesses for residential towers; and
- advised on finance facilities (including mezzanine finance facilities) and associated security documents for property developers;
- acting as key legal advisor on the lease and financing of a new neighbourhood shopping centre at Thornlands.

Qualifications

- Practising law since 2005
- Bachelor of Laws (Gold Medal), University of the South Pacific, Vanuatu
- Bachelor of Business (Hons), Queensland University of Technology

Memberships

- Queensland Law Society



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