



Natalie Georgiev

Special Counsel

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OVERVIEW

Natalie Georgiev is a special counsel in the firm's Real Estate practice. She advises a range of clients including vendors, purchasers, property developers, landlords and tenants in relation to their property transactions. She also assists corporate advisory clients and lending institutions in relation to the sale of distressed assets and other insolvency related property transactions.

Natalie has wide experience in the sales and acquisitions of residential and commercial properties, property development, off the plan vacant land subdivisions, planning and environment matters and other general property matters.

ACHIEVEMENTS

- Listed by *Best Lawyers: Ones to Watch in Australia*™ for Real Property Law, 2023-2025

EDUCATION

- Bachelor of Media, La Trobe University, 2013
- LL.B., La Trobe University, 2013

ADMISSIONS

- High Court of Australia
- Supreme Court of Victoria

THOUGHT LEADERSHIP POWERED BY HUB

- 18 December 2023, Victorian Vendors to Pick Up the Land Tax Bill: Adjustments of Land Tax Banned

AREAS OF FOCUS

- Real Estate
- Real Estate Acquisitions and Dispositions
- Real Estate Joint Ventures

INDUSTRIES

- Agribusiness
- Consumer Products

REPRESENTATIVE EXPERIENCE

- Acting for Fernwood Fitness in connection with its Australian leasing portfolio.
- Acting for Hancock Natural Resource Group in connection with the acquisition of substantial rural land and water assets in Australia.
- Acting for Telstra Corporation in connection with the sale of various surplus sites across Victoria, including the leaseback of certain sites for continued use for telecommunication purposes.
- Advising a major tenant in connection with proposed redevelopment and major upgrade works at Federation Square, including advising in connection with integrated development arrangements and interface issues.
- Acting for clients in connection with proceedings at the Victorian Civil and Administrative Tribunal, including retail tenancy disputes.
- Acting for Lyndoch Living in relation to the acquisition of aged care facilities.
- Acting for Icon Developments and Wulff Projects in connection with the acquisition and development of a mixed townhouse, apartment and retail development in Clifton Hill, Melbourne.
- Acting for and advising leading developers including Icon Co, SMA Projects, Hamton and Hengyi Australia in relation to the acquisition and development of medium and high density projects in Melbourne.
- Acting for Hengyi Australia in connection with the redevelopment of an existing office building into a mixed apartment and retail development in the Melbourne CBD.
- Acting for Porter Davis in connection with its spec housing and medium density housing projects with major landholders in Victoria and Queensland.
- Advising major Australian banks, including National Australia Bank, Westpac, Commonwealth Bank of Australia, Perpetual Trustee Company Limited and Bendigo and Adelaide Bank, and other corporate advisory clients on the sale of distressed assets in all Australian jurisdictions including commercial, retail, residential

and rural properties, with particular experience on the sale of properties (and associated entitlements) by mortgagees in possession.