



PROPERTY ACQUISITION

Our Property Acquisition Services go well beyond site identification. Dedicated from initial search and detailed due diligence to negotiation. Our prime objective in a property acquisition is to uncover elusive assets in the right location that achieves our client's financial objectives; and we take great pride in getting this right.

We work with our clients to establish their acquisition mandates and objectives. Once established, our team can focus on sourcing sites that we know are within our client's acquisition criteria.

For Developer clients who are seeking a tenant for a Childcare centre development on our identified site, we will also present the opportunity to operators to seek expression of interest.

Our comprehensive database and exclusive mandates from high-quality national childcare tenants often facilitate the discussion of a Heads of Agreement with prospective tenants as early as the due diligence period, significantly minimising town planning and financial risks.

Once a site has been identified, we provide our clients with a comprehensive Opportunity Snapshot or Discussion Paper outlining a full acquisition opportunity analysis.

OUR DISCUSSION PAPERS INCLUDE THE KEY DECISION-MAKING INFORMATION:

- ▶ LOCATION ANALYSIS
- ▶ ACQUISITION TERMS
- ▶ TOWN PLANNING SUMMARY
- ▶ DEMOGRAPHIC ANALYSIS AND FORECASTING
- ▶ PROPOSED DEVELOPMENT OPPORTUNITY
- ▶ CONSTRUCTION COST ESTIMATE
- ▶ FINANCIAL FEASIBILITY (EXPENSE AND INCOME SCHEDULES)

We do not present an opportunity to our clients until it is fully considered. We analyse a site and its potential against location, town planning, demographics and financial criteria and critically, we manage the negotiations with the vendor to ensure the site can be successfully secured.



OUR KEY OBJECTIVE:

Is to negotiate terms and secure sites on behalf of our clients and assist with the Due Diligence to ensure the venture is de-risked prior to committing to the property. Whether it be securing a tenant, architectural concept plans, pre-application meetings with council, construction cost estimates, expert consultant advice or more.

