

# Fact Sheet

## Information for landowners

LWP Property Group works in a variety of ways with landowners to facilitate its development projects.

The company is always looking for new opportunities and has a flexible approach to identifying the business or investment model that works for all parties.

Some LWP projects involve the outright purchase of land with no further participation by the landowner after settlement. This option is attractive to land owners who require payment in full at settlement.

In cases where the landowner chooses to have an ongoing involvement in the development of the land, LWP will enter into a Joint Venture Development Agreement.

In this scenario, the landowner effectively contributes the land and LWP contributes the development capital with an agreed sharing of profits. LWP would also act as the project manager and selling agent in this instance.

This option suits a landowner who may not have the capital to develop the land and requires the expertise to facilitate the approvals, construction, marketing and sales functions.

LWP can also act as project managers where landowners have the capital to develop the land but require the services of an experienced manager to supervise the process.

LWP is able to offer flexibility within the various options. For instance, the landowner may wish to retain a section of land that can be excluded from the agreement.

Ideally LWP Property Group prefers development opportunities where the land is already zoned as urban, but in some instances the company will consider land that has future development potential.

## More Information

*Landowners wishing to discuss options should contact Peter Gleeson, General Manager Sales & Business Development, on 08 9297 9900 or email [pgleeson@lwpproperty.com.au](mailto:pgleeson@lwpproperty.com.au)*

