

Jennifer McCosker

Partner

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OVERVIEW

Jennifer McCosker is a partner in the firm's Real Estate practice. She has advised a number of Australia's leading commercial property investors, financiers and developers on a wide range of transactions, including large-scale property and development finance matters and the sale and acquisition of commercial, retail, industrial and mixed-use properties. She has also acted for clients on complex property development and construction projects, as well as commercial and retail leasing matters.

Well known for her commercial approach, a client is quoted saying Jennifer's cross-border experience sets her apart in the industry and enables her to adeptly service global institutions (in both private equity and debt markets) when directing their real estate investments into Australia.

PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Jennifer was a partner in the property and development group of a pre-eminent law firm. Her practice focused on real estate finance, acquisitions and disposals, property due diligence, commercial and retail leasing and development projects.

Jennifer qualified and practised in New York prior to moving to Australia. During this period she worked for seven years in the Real Estate division of an American multinational law firm where she represented developers, lenders and borrowers in property finance, development and leasing transactions.

PROFESSIONAL / CIVIC ACTIVITIES

- Member, Property Council of Australia

SPEAKING ENGAGEMENTS

- Keynote Presenter, “Build to Rent in Australia,” 2024 Wealth Pi Talk in partnership with UTS, 29 October 2024

EDUCATION

- J.D., The University of Texas School of Law, 2002
- B.A., Colgate University, 1997

ADMISSIONS

- Bar of New York
- Supreme Court of New South Wales

THOUGHT LEADERSHIP *POWERED BY HUB*

- February 2025, Australian CPD Series 2025
- 4 February 2025, We Need to Keep a Real Estate Purchase in Australia Confidential. Can This Be Done?
- 21 February 2024, Australian CPD Series 2024
- 21 February 2024, Australian CPD Series 2024: Build-to-Rent: Where Are We Now?
- 21 February 2024, Australian CPD Series 2024
- 21 February 2024, Australian CPD Series 2024: Build-to-Rent: Where Are We Now?
- 9 October 2023, Lay of the Land: Global Office Trends
- 5 September 2023, BTR Series Part 7: Residential Sector—Impacts on the Home Ownership Market and Other Sectors Such as Retirement Living
- 29 August 2023, BTR Series Part 6: Residential Tenancy Benefits—What Are the Benefits to Occupants?
- 22 August 2023, BTR Series Part 5: Debt Funds Options—NHFIC and Alternatives
- 15 August 2023, BTR Series Part 4: Affordable Housing and Key Worker Housing—What Role Do These Play in the BTR Solution?
- 25 July 2023, BTR Series Part 1: The Housing Crisis—A Big Problem in Search of a Solution
- 23 May 2023, Global Office Asset Trends: A Look at 2023 and Beyond
- 31 March 2023, Queensland Announces Tax Breaks to Drive Investment in Affordable Housing

OTHER PUBLICATIONS

- "Global Office Asset Trends," *The Real Estate Finance Journal*, Fall 2023

NEWS & EVENTS

- 6 July 2026, K&L Gates Advises Cromwell Property Group on Brisbane Office Venture
- 11 February - 20 February 2025, 2025 CPD Program–Australia
- 13 February - 21 February 2024, 2024 CPD Program–Australia
- 27 February 2023, K&L Gates Adds Partner to Real Estate Team in Sydney

AREAS OF FOCUS

- Real Estate
- Energy Assets and Transactions

REPRESENTATIVE EXPERIENCE

Sales & Acquisitions

- Acted for Australia's leading integrated real estate asset group on the sale of its 50% stake in Sydney's Grosvenor Place to Blackstone after China Investment Corporation backed away from its prior commitment.
- Acted for Australia's leading integrated real estate asset group on the establishment of a joint venture vehicle pursuant to which Mercatus Dexus Australia Partnership acquired a 33.33% interest in 1 Bligh Street, Sydney.
- Acted for Australia's leading integrated real estate asset group on its investment of $339 million for a 49% stake in a unit holding trust which owns Capital Square Tower 1 in Perth.
- Acted for an international investment manager on the sale of its 50% interest in the Garden City Shopping Centre to Scentre Group.
- Acted for an international investment manager on the acquisition of Macquarie Centre and Pacific Fair shopping centres.
- Acted for an Australia-Asia Pacific property investment manager in relation to its bid for Blackstone's Australia-wide industrial property portfolio.

Real Estate Finance

- Acted for an international consumer health and pharmaceuticals company to the sale and leaseback of its four-hectare site at Macquarie Park to Stockland via a put and call option.
- Acted for an Australian-leading property development company on the acquisition and development of Parramatta Square.
- Acted for an Australian-leading property development company in relation to a put and call option deed with Risland Australia which enabled Risland to acquire and co-develop a 7-lot subdivision within South East Wilton, NSW.

- Acted for a large international hedge fund on the provision of senior secured facilities, mezzanine facilities, residual stock facilities, and bank guarantee facilities totalling over AU$1 billion.
- Acted for an Australian-leading property development company in relation to large syndicated facilities for Parramatta Square and Collins Square.
- Acted for an American investment group In relation to the provision of mezzanine facilities.
- Acted for a Singaporean asset management company in relation to their AU$1.2 billion build-to-rent development fund.
- Acted for a domestic fund on various property finance due diligence matters.