

Will Grinter

Partner

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OVERVIEW

Will Grinter is a real estate lawyer and serves as Australian Practice Group Coordinator to the firm's Real Estate practice. He is ranked amongst the *Best Lawyers in Australia*™ and is a recommended lawyer in *The Legal 500 Asia Pacific*. Will advises clients on all aspects of real estate transactions with a particular focus on the acquisition and disposal of complex real estate assets, joint ventures and other investment structures, development agreements, subdivision advice and leasing.

Will's profile and experience sees him act in relation to some of Melbourne's most significant urban redevelopment projects. In addition, Will has particular experience advising in connection with:

- Development structuring arrangements for major projects;
- Development advice including subdivision and owners corporation arrangements;
- Transactions in agricultural land and water entitlements;
- Wind, solar, battery storage and waste to energy projects; and
- Commercial, industrial, retail and telecommunications leasing, including lease pre-commitments for significant and highly bespoke premises across all sectors.

Will is commercially minded, relationship driven and is respected for his ability to navigate complex transactions and deliver outstanding commercial outcomes for his clients.

PROFESSIONAL BACKGROUND

In addition to his experience in Australia, Will has worked at a major international law firm in Dubai where he was involved in many of the largest development and infrastructure projects in the Middle East.

ACHIEVEMENTS

- Recognised by *The Legal 500 Asia Pacific* as a Recommended Lawyer for Real Estate in Australia, 2024-2026

- Listed by *The Best Lawyers in Australia*™ for Real Property Law, 2018-2027

SPEAKING ENGAGEMENTS

- K&L Gates National Leasing Seminar Series (Part 1 and 2), August and October 2016
- Leo Cussen Property Law Conference – Joint Venture Agreements with Land Owners, October 2016

EDUCATION

- B.Com, Deakin University, 1998
- LL.B., Deakin University, 1998 *(Honours)*

ADMISSIONS

- Supreme Court of Victoria

THOUGHT LEADERSHIP *POWERED BY HUB*

- 2 April 2026, Victorian EPA Amendment Receives Royal Assent
- 2 July 2025, Victoria's New Developer Bond Scheme: Implications for Developers
- 30 May 2025, Victorian Government to Extend the Temporary Off-the-Plan Duty Concession
- 24 October 2024, Welcome News for Developers: Temporary Expansion of the Victorian Off-the-Plan Duty Concession
- 18 December 2023, Victorian Vendors to Pick Up the Land Tax Bill: Adjustments of Land Tax Banned
- 5 September 2023, BTR Series Part 7: Residential Sector—Impacts on the Home Ownership Market and Other Sectors Such as Retirement Living
- 24 May 2023, Abolition of Duty on Commercial and Industrial Properties in Victoria
- 21 July 2020, COVID-19: Retail and Commercial Leasing Matrix
- 23 June 2020, COVID-19: Retail and Commercial Leasing Matrix
- 26 May 2020, COVID-19: (Australia) Update to South Australian Act and Regulations for Commercial Leases
- 11 May 2020, COVID-19: (Australia) South Australian Act and Regulations for Commercial Leases
- 5 May 2020, COVID-19: (Australia) Victorian Regulations for Commercial Leases and Licences
- 29 April 2020, COVID-19: (Australia) NSW Regulation for Commercial Leases
- 14 April 2020, COVID-19: (Australia) National Code of Conduct – Commercial Tenancies

- 9 April 2020, COVID-19: (Australia) Top 10 Principles - National Code set to Mandate Principles for Commercial Rent Relief
- 1 April 2020, COVID-19: (Australia): PM Morrison Announces Moratorium Laws to Prevent Tenant Evictions
- 21 June 2018, Victorian Duty Reforms for Economic Entitlements – They are not Limited to Property Development Agreements
- 30 January 2018, It's Settled: "Business to Business" Services May Attract the Operation of the RLA
- 11 January 2018, Melbourne Property Investor Alert: New Tax on Vacant Residential Properties
- 23 November 2017, Notify the ATO of Your Water Rights: Foreign Register of Water Entitlements is Now in Place
- 31 August 2017, A Game-Changer for Industrial and Commercial Leasing? 'Business-to-Business' Services and the 'Ultimate Consumer' Test
- 23 May 2017, Key Duty and Tax Changes for Victorian Property Purchasers: Bill Released
- 24 March 2017, Victorian Purchaser Update: Changes to Stamp Duty and First Home Owner Grant and Introduction of New Vacant Residential Property Tax for Melbourne
- 30 November 2016, Animal Industries Advisory Committee Update: Government Response Released
- 17 February 2016, Foreign Investment in Australian Residential and Agricultural Real Estate – New Fee Regime for Developers and Investors
- 28 January 2016, Paper Conveyancing in Victoria – New Verification of Identity Process

NEWS & EVENTS

- 29 October 2026, K&L Gates Advises on Successful AU$7 Billion Arden Central Precinct Bid
- 16 April 2026, More Than 80 K&L Gates Lawyers Across Asia-Pacific Recognised in 2027 Best Lawyers, Ones to Watch Editions

AREAS OF FOCUS

- Real Estate
- Commercial Ownership, Leasing, and Management
- Energy Assets and Transactions
- Real Estate Acquisitions and Dispositions
- Real Estate Development and Construction
- Real Estate Joint Ventures

INDUSTRIES

- Consumer Goods and Services
- Food, Beverage, and Agribusiness
- Household Goods

REPRESENTATIVE EXPERIENCE

- Acting for the developer of the multibillion-dollar Moonee Valley Park development, one of Melbourne's largest and most significant multi-stage urban renewal projects. This includes advising in connection with joint venture and development structuring; advising in connection with subdivision and titling arrangements, including management of "public realm" components; advising on project infrastructure arrangements; including integration issues associated with the adjacent racecourse redevelopment; and attending to off-the-plan sales and leasing.
- Acting for Bensons Property Group in relation to various landmark developments, including "Chevron One" - a large scale development comprising 41 levels and over 200 dwellings on Chevron Island on the Gold Coast, Queensland; "Liberty One" - a development of more than 400 dwellings in Footscray, Melbourne; and various other bespoke developments. This includes strategic development advice, title, and owners' corporation structuring and managing all sales and leasing (including retail leasing).
- Acting for Hamton Property Group in relation to its acquisition of the former University of Melbourne campus in Hawthorn, a proposed AU$400 million staged redevelopment which will be integrated with adjoining social and affordable housing, including advising in relation to equity joint venture arrangements with a major fund.
- Advising Aesop in relation to its national retail leasing portfolio comprising more than 60 bespoke stores, as well as its bespoke head office and laboratory leasing pre-commitment in Melbourne.
- Advising and assisting a multinational investment management fund with various agricultural land and water transactions, including: the AU$140 million acquisition of a mixed cropping aggregation in New South Wales; the AU$105 million acquisition of a mixed almond, cropping, and grazing aggregation in New South Wales; the AU$73.4 million sale of a cotton farming aggregation in Queensland; the AU$29 million acquisition of a developed 460 hectare macadamia aggregation in Queensland; and the acquisition and lease of substantial vineyard assets in South Australia and Tasmania.
- Advised Westpac Banking Corporation in relation to its new multi-level head office premises in the One Festival Tower development in Adelaide. The transaction secures long term tenure for Westpac within the landmark One Festival Tower development which recently reached completion. Our role included advising Westpac in relation to the negotiation of its complex pre-leasing commitment including building completion and fit out arrangements, as well as ancillary arrangements for matters such as parking, security, building signage, and storage.
- Acting in connection with a proposed waste-to-energy facility, including land tenure arrangements, land use and environmental approvals, and joint venture arrangements with the technology partner.

- Advising the landlord in relation to Cleanaway Ltd's long-term lease pre-commitment in relation to the Southeast transfer facility in Melbourne.
- Assisting Outline Projects in relation to land acquisition, joint venture, and development agreement structuring and advising on sales and leasing for several projects across Melbourne.