Veritas Partners – Corporate Property Strategists

Experience – Trust - Independence

**About US**

Veritas Partners – Corporate Property Strategists.

“We level the playing field for tenants”

OBJECTIVE & INDPENDENT STRATEGY AND ADVOCACY FOR TENANTS

What’s in the name? Veritas – Objective and independent – desperately needed in a property world where most market players lose objectivity with misalignment or lacking transparency in their fees; are conflicted by acting on both sides of transactions or with downstream services in mind. Veritas is a dedicated tenant advisory firm without conflict or bias.

Over 30 years property experience across Australian, New Zealand and Asian markets, blending experience from the owners and leasing side, and a deep lived experience as a tenant, ensures the property outcome aligns with our client’s strategic objectives.

**Mission:**

Veritas Partners is an independent tenant advisory firm, providing advice to represent the best interests of tenants. We excel in guiding clients through the leasing process, securing the best financial outcomes, maximum flexibility, and lease agreements that align directly with the strategic goals of our client’s business. Doing so with a passion towards delivering workplace solutions that stand the test of time, resoundingly attract, and retain the best talent for our clients.

Being independent ensures we are not conflicted, and our transparency with fees ensures alignment and objectivity when advising our clients.

**Values**

* **Integrity**: Always prioritize the best interests of our clients.
* **Empathy**: Deeply understand our clients’ needs and goals to tailor the best solutions.
* **Partnership**: Foster strong, collaborative relationships built on trust.
* **Excellence**: Deliver superior results with unwavering commitment to excellence
* **Impact**: Strive to make a meaningful and positive impact in every engagement.

**Our Services:**

1. **Tenant Representation**: In site selection, new leases, renewals and lease restructures. Securing favourable lease terms, including rent, tenant improvements, and renewal options, and key lease provisions.
2. **Transaction Management**: Managing the entire lease process from initial search to final lease signing, ensuring all deadlines and critical milestones are met.
3. **Subleasing and Disposition**: Assisting clients in subleasing excess space or disposing of unwanted leases.
4. **Portfolio Management**: Managing multiple leases across different locations, optimizing terms, and ensuring consistency and benchmarking across a client’s real estate portfolio.
5. **Lease Audits**: Reviewing existing lease agreements to identify any discrepancies or potential cost savings.
6. **Lease and Critical Date Administration**: Tracking key lease dates and obligations to prevent missed deadlines and ensure compliance with lease terms.
7. **Make Good/Reinstatement Negotiation**: Negotiating settlement terms related to the exit obligations with tenancies, mitigating costs and risks.
8. **Benchmarking and Fair Value Assessment**: Comparing lease terms, costs, and market conditions against industry standards to ensure competitive outcomes and assess the fair value of lease agreements.
9. **Market Research and Analysis**: Providing detailed market insights, including vacancy rates, rental rates, and local economic trends.
10. **Financial Analysis**: Assessing the financial implications of lease options, including cost comparisons and budgeting.
11. **Cost-Out Strategies**: Identifying and implementing strategies to reduce operational and leasing costs.
12. **Onerous Lease Obligation Identification**: Identifying and addressing any lease obligations that could be financially burdensome or unfavorable.
13. **Due Diligence (Pre and Post Acquisition)**: Conducting thorough due diligence before and after property acquisitions to ensure informed decision-making to mitigate risks.
14. **Project Team Assembly/ Project Direction**:Supporting the assembly of independent, best of class skillset for each discipline required and strategic project direction.

**Our Tenant Representation 4 stage process:**

* Understand Needs (Understand client, strategy and prioritize)
* Search (exhaustively)
* Negotiate (maximise options and competitive leverage)
* Complete (dot i’s cross t’s)

**Our Leader:**

**What clients say** - Future

**Our Clients** - Logo Wall – size, city Future

Put your second largest cost outlay in safe hands…

**Contact Us**

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**Contact form**