

## Mark Palermo

**Partner**

**Perth**

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**Languages spoken**

English



## About Mark

Mark Palermo represents owners, developers and managers across a broad spectrum of mixed-use, office and hotel developments and sites. Clients in Australia and in the Asia Pacific region have sought Mark's counsel on new developments, sales and purchases, significant agreements for lease, complex management agreements, subdivision and strata titling matters and liquor licences.

Mark has been recognised and recommended in *Best Lawyers in Australia* and *Doyle's Guide* for his real property, and hospitality and tourism work. Client feedback in *Legal 500 Asia Pacific 2024* noted, "Mark Palermo is outstanding; he knows our business very well and we value how he can pre-empt what legal advice and issues we need help navigating."

## Experience

### Land Development, Management, Acquisitions and Sales

- Acting for Brookfield on the acquisition, development and lease back of the site which intended to become the Chevron office tower headquarters at Elizabeth Quay.
- Acting for Far East Consortium on:
  - The acquisition, contracting and strata titling of its Elizabeth Quay and Perth City Link sites, including the Perth Hub apartment development.
  - The "expression of interest" sale of the Ritz-Carlton Perth and the Ritz-Carlton Melbourne hotels.
- Advising Hesperia and CFC Group on the acquisition of the Midland Brick properties from Boral and the subsequent sale of part of that portfolio of properties to BGC via ground leases.
- Acting for Woolworths on the sale (completed) and purchase (for development) of various shopping centre sites in Western Australia and on the sale of various petrol sites across Australia.
- Acting for The Perth Diocesan Trustees on its joint redevelopment (with the State of Western Australia, Mirvac and the City of Perth), of the St Georges Cathedral/Treasury site, including the preparation and negotiation of site leases, easements, and development agreements.

## **Leasing**

- Acting for Brookfield in relation to:
  - The leasing of the office and retail space at One The Esplanade at Elizabeth Quay in Perth. This includes advising on significant agreements for leases in the building to two major law firms and completing the retail leasing (including the lease to 6 Head as the flagship venue).
  - The leasing of office and retail tenancies at several Perth locations, including Bishops See, 108 St Georges Terrace, Brookfield Place Tower 2 and EY 11 Mounts Bay Road.
- Acting for Autoleague, as tenant, on whole site agreements for lease and leases for automotive dealerships in Western Australia, Victoria and Queensland.
- Acting for DevelopmentWA (previously the Metropolitan Redevelopment Authority) on the leasing of Yagan Square, including negotiating the site head lease and preparing the suite of retail lease precedents, together with assisting on the liquor licensing strategy.
- Acting for St. Martins in relation to the leasing of office and retail tenancies at several Perth locations, including St Martins Tower, 40 St Georges Terrace, 50 St Georges Terrace and the Royal McNess Arcade and also in relation to the King Street, Melbourne retail properties.
- Acting for Woolworths Group on the leasing of a number existing and greenfield supermarket, petrol and liquor store premises in Western Australia.

## **Hospitality and Liquor**

- Acting for Far East Consortium as Australian counsel on the AU\$100 million sale of 50% of their interest in the Ritz-Carlton Perth hotel to global media and entertainment conglomerate The Generation Essentials Group.
- Advising Ark Capital on the purchase of the Seasons of Perth hotel.
- Advising La Vie Hotels & Resorts on the white-label hotel management contracting for various hotel sites in Australia and Thailand.
- Acting for ALH Group on the AU\$86 million acquisition of 12 taverns across Perth (freehold and business).
- Advising NRMA on the sale of the Pumphouse Point Hotel in Tasmania.
- Acting for Avant Hotels Australia on the sale of the Crowne Plaza Perth hotel, including preparing and negotiating the hotel sale agreement, dealing with the section 104 (profit sharing) liquor licence application and acting on completion.
- Acting for the Trinity Accommodation Regional Hospitality Fund on the potential acquisition of distressed regional hotel assets, including review and negotiation of the purchase contracts
- Acting for Woolworths Limited on the acquisition of 15+ liquor stores in Western Australia across a number of separate transactions, including due diligence, negotiation of business sale contracts, negotiation of lease documents, liquor licence transfer and settlement.

## **Project Finance**

- Acting for Psaros in relation to the corporate and project financing of various apartment developments in Perth.
- Acting for Devwest Group in relation to the financing of the Richardson One mixed-use development in South Perth.

## Credentials

### Education

- The University of Western Australia, M.B.A., 2009
- College of Law, New South Wales, Graduate Diploma, 2006
- The University of Notre Dame Australia, LL.B., 2006
- The University of Notre Dame Australia, B.Comm., 2004

### Admissions

- New South Wales, 2006
- Western Australia, 2006

## Recognitions

- Recognised by *Best Lawyers in Australia* 2025 and 2026 for Leasing Law and since 2020 for Hospitality and Tourism and Real Property Law
- Recommended in *Doyle's Guide* 2025 for Leasing Law, and from 2019 to 2024 for Property and Real Estate Law

## Expertise

### Services

- Real Estate
- Public & Infrastructure Finance

## About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.