# CASE STUDY

3-7 Hamilton Street, Mont Albert VIC

*ACQUIRED OCTOBER 2025*

VennCap had been deliberately seeking the right entry point into the Melbourne market. We remained patient, disciplined on pricing and focused on income durability rather than speed of deployment.

This opportunity was introduced to us by the selling agent, reflecting a long-standing relationship and VennCap's reputation for thorough diligence and certainty of execution. Early access allowed the transaction to be assessed and structured.

The asset aligned closely with our client's long-term strategy: a modern, fully refurbished suburban commercial property with a diversified tenancy mix, a secure income profile underpinned by a long WALE. The property offered an attractive yield at acquisition.

## HOW VALUE WAS CREATED

**RISK IDENTIFIED EARLY BECOMES VALUE REALISED AT PURCHASE.**

### Tenant-focused investment analysis

All tenants were engaged directly to assess satisfaction, retention drivers and operational fit. Feedback was overwhelmingly positive, reinforcing income resilience beyond lease expiry.

### Incentive risk neutralised at entry

Future incentive obligations embedded within the leases were identified, modelled and negotiated into the purchase terms, converting a future liability into certainty at acquisition.

### Legislative insight delivered capital savings

It was identified that the vendor had entered the Commercial & Industrial Property Tax (CIPT) Scheme prior to sale. As a result, no stamp duty was payable, delivering a material capital saving for our client.

### Optionality preserved

Town planning advice confirmed redevelopment potential and long-term flexibility, ensuring the asset offered both stable income and future flexibility.

## WHAT THIS DEMONSTRATES

- Deliberate, disciplined market entry
- Introduction earned through reputation
- Risks identified and resolved before exchange
- Capital protected through insight and execution
- Assets acquired with clarity and control

For further information, contact:

tim.mcenallay@venncap.com.au
+ 61 402 712 614

www.venncap.com.au
/ VennCap Real Estate

*We are not the loudest buyer in the market.*
*We are the most prepared.*