

We have extensive experience counseling clients through sophisticated real estate transactions and operations, both regionally and throughout the United States. Our real estate team has guided clients through numerous market cycles and is adept at identifying and mitigating risks. We are committed to supporting clients efficiently at all stages of a transaction: drafting letters of intent; negotiating agreements; structuring ownership vehicles; participating in due diligence – including zoning; title and survey review; and closing and document execution.

Our real estate clients are a diverse group, and include owner-users, investors, real estate companies, developers, family offices, ground lessors and lessees, landlords and tenants, condominium associations, lenders and property management companies. The real estate matters we typically handle involve office buildings, apartment complexes, retail centers, senior living communities, self-storage facilities, single family home subdivisions, and industrial, warehouse and manufacturing facilities.

Our team frequently coordinates with our firm's Tax attorneys, who are skilled assessors of transaction-related tax risks and have substantial experience structuring tax-deferred property exchanges. We also routinely work with our Business attorneys to advise clients on the most effective ownership structures. When needed, we team with our Litigation colleagues to resolve real estate-related disputes, especially landlord-tenant issues.

Apartment & Senior Housing

We assist our clients in the acquisition, financing, entitlement process, and development of multi-family projects, including senior housing.

Conservation & Legacy Properties

We represent nonprofit organizations and individuals who seek to protect and conserve undeveloped land through creative use of easements, restrictive covenants and other techniques. We also represent

high net worth individuals seeking to acquire, sell or transfer legacy properties.

Energy

On behalf of our clients, our lawyers negotiate energy supply contracts with traditional utility companies and competing private energy suppliers for the best available electricity and gas pricing. With energy deregulated in roughly one-third of the states in the U.S. and bargaining power tied to aggregate usage, owners of properties with high-volume energy usage (including hospital systems, universities, data centers, manufacturing facilities and office buildings) stand to realize significant savings.

Financing for Real Estate Transactions

We counsel borrowers and regional lending institutions in connection with construction and permanent financing, including tax-exempt financing, first mortgage financing, tiered mortgage financing with intercreditor agreements, mezzanine financing, leasehold and ground lease financing, and the assumption of existing mortgage debt. We also handle loan restructurings and foreclosures.

Healthcare & Life Science

We regularly counsel clients on the development, purchase, sale, and financing of medical office and clinical facilities as well as wet research laboratory properties.

Industrial & Self-Storage

Our team has considerable experience counseling clients on the development, acquisition, disposition, and financing of industrial properties and self-storage facilities. We have represented both privately-held and publicly-traded clients in transactions ranging from single property purchases to the acquisition of multi-state portfolios in excess of 500,000 square feet.

Land Development

We help clients understand and navigate the maze of local and state regulatory approvals and permits impacting the ownership, development and use of real property. We also prepare, submit and present applications and materials for zoning, land use and subdivision approvals before local planning and zoning boards on behalf of commercial, industrial and residential clients.

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Leasing

We represent ground lessors and lessees in connection with the development of pad sites, including build-to-suit projects, and have extensive experience representing both landlords and tenants in significant leases for office, retail, warehouse, healthcare, laboratory and industrial space. We routinely represent landlords in leases to national retail anchor, big-box and in-line store tenants.

Office Buildings

We represent an array of individuals and institutions, users and investors, including real estate investment

trusts and private equity groups, in all aspects of office project acquisition, disposition, financing, and operation, from single user buildings to multi-building campuses and multi-state portfolios.

Retail Projects

We advise individuals, investor groups and institutional clients in the development, acquisition, sale, and financing of retail properties, including power centers, community shopping centers and single user buildings.