



## Real Estate

Our Real Estate Practice Team represents clients located throughout the United States and in Canada, and has extensive knowledge and experience in all aspects of real estate law, including sales and acquisitions, leasing, financing, construction, litigation and title matters. We have the expertise to provide our clients with comprehensive advice throughout all phases of a project, from conception to completion. Our attorneys have been responsible for major multimillion and billion dollar real estate transactions, including the financing, sale, leasing and acquisition of shopping centers, office complexes, industrial buildings, warehouses, apartments, student housing, condominiums, mobile home parks, and hotels.

Collectively, our attorneys and paralegals have decades of experience representing developers in all facets of their business. Two partners in this practice group share a combined 25 years of experience as senior in-house counsel and advisors to the largest family-owned commercial real estate developer in the United States and were engaged in all aspects of that company's real estate development and financing. Another of our attorneys has more than 30 years of experience practicing real estate law with a concentration on condominiums. We leverage this wealth of experience for the benefit of each of our clients to not only provide superior legal services, but also to offer advice on the business components of a deal.

Our Practice Group has consistently earned the highest ranking (Tier 1) in the annual U.S. News & World Report "Best Law Firms" ranking for excellence in Real Estate law.

### Real Estate Sales and Acquisitions

Our Practice Group represents buyers and sellers of all sizes, counseling them in the structuring, negotiation and closing of all types of commercial real property transactions. We have the expertise to guide and protect our clients through even the most complex deals, providing advice that not only protects their legal interests, but also maximizes their business opportunities.

### Real Estate Finance

We assist our clients in structuring, documenting, and closing a wide variety of real estate debt and equity transactions. Our attorneys bring a broad range of experience in virtually all aspects of financings, including junior

### TEAM LEADER



**PAUL F. WELLS**  
Partner | Executive Committee |  
Team Leader - Real Estate

and senior mortgage loans, development and construction loans, mezzanine debt financing, bond financings, industrial development agency transactions, 1031 tax-deferred exchanges, bridge loans, securitized financings, payoffs and defeasances.

### **Real Estate Leasing**

Our leasing attorneys work with our clients to negotiate and draft leases of all types, including retail, office, industrial and multi-family. Our experience is wide-ranging, encompassing everything from large shopping centers to smaller commercial deals, giving us the ability to tailor agreements to meet our client's specific needs. We represent landlords and tenants of all sizes in leases throughout the United States.

### **Real Estate Litigation**

We partner with our Litigation Practice Group to represent our clients when real property disputes arise, leveraging the combined real estate and litigation expertise of our attorneys to obtain favorable results for our clients. We also work to maximize our clients' return in eminent domain matters, assisting with the compilation and presentation of claims for compensation. In addition, our attorneys are there for our clients when they are dealing with troubled assets, guiding them through complicated workout and foreclosure procedures.

### **Title Insurance**

Our attorneys provide comprehensive title review services, including examining title and reviewing surveys. Our experience allows us to proactively address potential issues before they threaten a transaction. In addition, we maintain agency and examining counsel relationships with several national title insurance companies, which provides our clients with the opportunity to timely and efficiently close deals.

### **Condominiums and Homeowners Associations**

We represent developers in all phases of the condominium formation process, including preparation of Offering Plans for filing with the New York State Department of Law, as well as throughout the approval process with New York State. In addition, our attorneys also represent many condominium and homeowners' associations to ensure continued compliance with all laws and regulations.

### **Renewable Energy Projects**

Our Team has experience negotiating solar and other energy related option and lease agreements on behalf of solar companies, private utilities, and tenants; and addressing real property due diligence issues, including, but not limited to, title and survey review and other real property related considerations in connection with real estate agreements and transactions.

## **FOCUS AREAS**

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|--|-------------------------------------|--|
| Affordable Housing                                   | Opportunity Zones                   | Real Estate Tax                            |
| Commercial Finance                                   | Project Finance & Refinance         | Renewable Energy Projects                  |
| Commercial Leasing                                   | Real Estate Construction            | Residential Leasing                        |
| Condominiums, Cooperatives & Homeowners Associations | Real Estate Finance and Development | Residential Real Estate<br>Title Insurance |
| Low Income Housing Tax Credits                       | Real Estate Litigation              | Zoning and Land Use                        |
| Multi-family Housing Transactions                    | Real Estate Mergers & Acquisitions  |  |

New York: Albany, Buffalo, Clarence, Long Island, New York City, Rochester, Saratoga Springs, Syracuse // Florida: Jacksonville, Tampa Bay, West Palm Beach  
Illinois: Chicago // Ohio: Cleveland // Oklahoma: Oklahoma City // Ontario: Greater Toronto Area // Texas: San Antonio // Washington, D.C.

Attorney advertising: Prior results do not guarantee a similar outcome.