

Real Estate Acquisitions & Development

We help our clients acquire, sell, develop, and redevelop industrial, commercial, multi-unit residential, and office properties throughout the country.

Partnering with our bankruptcy and tax attorneys, we advise clients on purchasing and disposing of distressed debt secured by real property and on structuring like-kind exchange transactions to secure tax-deferred treatment. We also help our clients structure partnerships, joint ventures, and other ownership and management arrangements to facilitate their investment objectives.

Real Estate Acquisitions and Dispositions

We advise on single- and multi-asset acquisitions and dispositions of all property types ranging from office buildings to mixed-use developments to warehouses. We represent lenders, owners, developers, and corporations across industries in these transactions, giving us perspective on the interests of each party in negotiations. We assist clients in structuring sale-leaseback transactions for clients seeking to transfer ownership obligations and handle transfers of ownership of properties involved in corporate merger and acquisition transactions.

Development and Redevelopment

Our lawyers have experience handling public and private real estate development and redevelopment projects from conception to completion. They understand that these time-sensitive and challenging endeavors are dependent on careful consideration, sound project and financial planning, and the precise documentation of responsibilities. We guide developer and owner clients through every phase of the development/redevelopment process from negotiating the financing and acquisition to handling land use and permitting matters to documenting design, construction, and operational agreements. We also partner with our tax and government contracts teams to advise on available tax incentives and government financing packages.

Representative Matters

Life insurance company—Acquisition

Negotiated the purchase and financing of a retail shopping center in New Jersey for \$76 million.

Regional Developer—Disposition

Represented a regional developer in the disposition of several office and research and development buildings devoted to biotech uses to a national biotech developer.

Major national real estate developer—Land acquisition

Represented a major national real estate developer in acquiring a 30-acre parcel of land in New Jersey to be developed as a single-user industrial park.

Property management company—Sale

Represented a property management company in the sale of seven apartment complexes located throughout New Jersey.

Federally Qualified Community Health Center—Substance abuse treatment facility development

Represents one of Connecticut's largest federally qualified community health centers in the development of a community substance abuse treatment facility and compliance with healthcare regulatory requirements.

UBS AG—Campus sale

Handled the sale of UBS AG's more than 765,000-square-foot office complex in Stamford, Connecticut.

National financial services company—Building transfer

Represented a national financial services company in handling an intra-company transfer of a 458,000-square-foot building as part of a corporate spin-off. We advised the company on title issues and tax matters associated with the transfer.

Developer—Land sale

Negotiated for this developer the sale of a property for the development of a 285,000-square-foot, "lifestyle" shopping center within a larger mixed use development.

Developer—Acquisition, development

Represented this developer in acquiring a 30-acre parcel of land and in the subsequent development of a 224-unit, multi-family apartment project.

Major insurer—Expansion project

Advised this insurer on a major office expansion project. Obtained all necessary approvals, negotiated development agreements, negotiated ad valorem tax agreement, and addressed environmental remediation issues.

Developer—Post-development office complex sale

Represented a developer in the reorganization of a seven building office park to allow the post-development sale of a building tenanted by a major national retailer. A common interest community was formed to facilitate a sale without requiring zoning variances or other approvals, which would have frustrated the sale.

Major state public authority—Hotel development project

Negotiated for a major state public authority a ground lease and development agreement and assisted the public authority with procurement and construction plans related to a major Boston convention center hotel project.

The Birch Group—Office building acquisition

Represented privately owned commercial real estate investor, owner, and operator The Birch Group in acquiring a 348,501-square-foot office property in Lake Success, New York for \$62 million.

The Birch Group—Office buildings acquisition

Represented privately owned commercial real estate investor, owner, and operator The Birch Group in acquiring four Class A office buildings totaling more than 840,000-square-feet of space in Short Hills, New Jersey for \$255 million. Our work included negotiating three ground leases with an investor as ground lessor to provide a portion of the capital for the acquisition.

Power Company—Plant Project

Advising on the real estate aspects of the development of a 550MW gas-fired electric power facility in New Jersey.

Real estate development company—Land acquisitions

Representing a real estate development company in acquiring land at four sites in New Jersey and Pennsylvania for development of industrial space.

Major national real estate developer—Industrial building sale

Represented a major national real estate developer in its sale of a build-to-suit, 197,000-square-foot building occupied by a global transport and logistics company to a property trust company for nearly \$38 million.

UBS AG—Development plan

Advised UBS AG on the creation of a development plan for the world's largest trading floor. Created a common interest community to allow for the sale-leaseback of the facility without the loss of development capacity.

Major insurer—Large office complex

Negotiated a joint venture agreement for the development of an 800,000-square-foot office complex. Prepared all construction and loan documents for the development.