

Overview

StepToe & Johnson real estate attorneys are hand selected for their skill at working with clients on complex and often multi-year development projects. Clients appreciate the scalability of the real estate group and the ability to work with firm lawyers to tailor the scope of services and right-size the project team.

Attorneys in the real estate practice are entrepreneurial and measure their success on the success of their clients. Firm attorneys are often at the table when an idea becomes a plan and when a plan becomes a project.

Group members look at real estate projects holistically and often collaborate with firm lawyers experienced in labor, tax, environmental law, and litigation to ensure that clients can achieve their business goals and manage risk.

The real estate group provides comprehensive legal services to commercial and residential real estate developers, lending institutions, governmental entities, investors, inventors, entrepreneurs, energy companies, and buyers and sellers of business assets.

Representative Experience

- Represented real estate developers in analysis of planning, zoning and land use regulations, including obtaining zoning ordinance waivers
- Represented a client in the \$13 million sale of over 150 acres on the east coast to a national homebuilder for a residential development
- Represented a multifamily real estate company in a private offering in excess of \$25 million
- Represented a real estate fund in the purchase of various farms, ranches, and other rural real estate located in Texas, Oklahoma, Colorado and Kansas for aggregate purchase price of over \$100 million
- Represented a real estate client in a private placement offering of over \$100 million to purchase commercial and mixed-use real estate properties

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- Engaged in a 1,100 acre mixed-use development including acquisition, conventional and public financing, acquisition of public grants and tax incentives, environmental remediation, construction, zoning and land use, state and federal and local environmental permitting, sales and ground leasing and build-to-suit leasing
 - On behalf of real estate developers and tenants, drafted lease documents and negotiated lease terms and build-to-suit construction contracts
 - Lead U.S. real estate attorney for Fortune 10 international energy company, including multi-site and single-site acquisition, development, and divestment of properties across the country, and environmental claims related to such properties
 - Represented developer/borrower in acquisition of property in Hays County, Texas and construction of apartment complex with both traditional financing and venture capital financing in a total amount equal to approximately \$50,000,000.00
 - Represented senior lender in \$85M downtown Dallas condominium development project involving PACE financing
 - Represented Buyer in contract negotiations for 30,000 acre ranch
 - Represented banks, mortgage companies, investors, and individuals in real estate purchase, sale and refinance, including title examinations, document preparation and closings
 - Conducted due diligence to ensure proper collateralization and documentation of loans by assisting in evaluation of real and personal property liens, appraisals, surveys, environmental surveys, taxes, corporate structure, leases and other related items
 - Buyer's counsel for real estate holding company's acquisition of Class A high-rise office space building
 - Assisted client in the successful development of a mixed-use subdivision including commercial, residential, and church properties. Representation included establishing criteria for development standards; as well as drafting, reviewing, and negotiating various documents including a complex master association agreement
 - Represented commercial real estate developer in multi-million-dollar purchase and development of mixed use medical and athletic facility in Pennsylvania
 - Buyer's counsel in purchase of an eighteen-hole golf course and related assets

Highlights

- Title agents affiliated with five different title companies, providing multiple avenues to complete a deal
- Four group members recognized among *The Best Lawyers in America®* in Banking and Finance Law
- Team members have key banking relationships in multiple states
- Comprehensive government affairs team
- Team member is a former State of WV Development Office executive
- Two team members are former vice presidents of regional banks

Areas of Focus

- Commercial Real Estate Development
- Title Searches and Title Insurance
- Zoning
- Public/Private Partnerships
- Design and Construction Contract Review
- Lease Negotiations
- Survey Review
- Emerging Industries, Including:
 - Cannabis
 - Environmental Review
 - Land Use Regulations
 - Income, Sales, and Property Tax Planning
 - Commercial Real Estate Financing
 - REO Properties



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