

## Brian J. Schoeck

Partner | Chair, Real Estate Advisory Services

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As a former commercial real estate appraiser, I understand how to analyze projects and collateral – how to evaluate them. I speak the same language as our clients, and work at the same pace. I strive to bring value to our clients, and to understand their needs and challenges. Combining our experience and client focus along with our ability to remain nimble and efficient are how we do business. We realize it could be the difference in whether a deal closes.

Brian Schoeck brings a business perspective to **commercial transactions**, such as **retail** and mixed-use development, residential and land development, industrial, historic, and other real estate financing, leasing, and acquisitions. His clients' projects frequently have unique aspects to them, such as historic tax credits, which may be needed to make a deal work, demolition components in large warehouse transactions, and even the acquisition of lakes for a project. Brian helps bankers and lenders understand the business and credit aspects of the unique structures so that both the bank's and the borrower's priorities can be met. With projects in North Carolina and throughout the Southeast, a particular strength of Brian's practice is income producing properties. More specifically, Brian's practice includes industrial/warehouse properties, hospitality properties, and office/retail properties. Likewise, Brian has assisted clients with industrial projects that qualify for protection under the North Carolina Brownfields Program. Brian also represents regional and

### Practices

Real Estate Advisory Services  
Mergers & Acquisitions  
Environmental  
Nonprofit Entities & Tax-Exempt Organizations  
Business Transactions

### Industries

Real Estate, Hospitality & Construction  
Financial Services  
Retail  
Distribution  
Manufacturing

### Bar Admissions

North Carolina

### Education

University of Florida School of Law (JD, with High Honors, 1997)  
University of Florida (MBA, with High Honors, 1990)  
• Concentration in Real Estate  
University of Florida (BS, with High Honors, 1988)  
• Finance

### Associations

### Professional

national banks on secured transactions for their borrowers who need construction financing or operating lines and equipment lines of credit, as examples. In addition, he has represented developers of large-scale residential developments, from the delivery of lots for homes to infill projects, and for large apartment complexes. Brian brings particular value because he has deep experience on both sides of the table.

### Representative Experience

- Real Estate Loans- Represented regional bank financing the acquisition and construction of a convenience store/gas station.
- Land/Mixed Use Projects- Represented developer on development of 450-acre mixed-use real estate development.
- In-Fill Projects- In fill, mixed-use projects, including rezoning of the site.
- Nonprofit Organizations- Acquisition and rehab of older property located in East Charlotte.
- Financing- Represented closely held businesses with private offering of equity financing, bank financing, and secured transactions.
- Condominium- Completed condominium and unit owner's association documents for both residential and commercial/industrial condominium projects and conversions.
- Mixed-Use Projects- Advised and worked with developer on redevelopment of Uptown site with mixed-use commercial and residential components, which included air rights components.
- Real Estate- Represented clients in projects and transactions involving retail centers, office, medical, industrial, hotel, residential, multifamily and amenity use properties.

- American Bar Association
- North Carolina Bar Association
- Mecklenburg County Bar

### Community

- Charlotte HomeTrust Bank, Advisory Board (2015-2018)
- Project 658, Board of Directors (2013-present)
- Bless Back Worldwide, Board of Directors (2010-present)
- The Presbyterian Hospital Foundation, Hemby Children's Hospital Committee (2002-present)
- Stingray Aquatics, Board of Directors Member and President (2013-2017)
- Charlotte Sports Outreach Institute, Advisory Board (2012-2013)
- Pine Lake Country Club, Board of Directors Member (2010-2013), Vice President (2012)
- Dowd YMCA
  - Board of Managers (2001-2006)
  - Finance Committee Chairman (2003-2004)
  - Community Outreach Campaign, Division Chairman (2002-2004)

### Community

About Our Firm  
Recognition

- Mixed Use Projects- Represent developers in the assembly of land, entitlement, pre-leasing/sales, acquisitions of construction financing, development matters, uniform covenants and declarations, and disposition. Projects include a 450 acre mixed use development with retail, office, residential and recreational uses; as well as a mixed-use infill project with retail, hospitality and residential uses.
- Industrial- Represent owners of industrial/manufacturing firms, developers of industrial properties. Created individual condominiums as a tool for redevelopment of large existing facilities.
- Hospitality- Represent regional hotel developer and management firm, represented developer of large, downtown entertainment complex in Charlotte.
- Residential Lot- Represent regional developer of residential lots.
- Commercial Loans- Represent regional and national banks with regard to commercial loan transactions, secured financing, construction financing, line of credit business financing.
- Demolition- Represent contractor related to real estate acquisition, development, demolition, recycling of materials, tax credits, and disposition, including large former textile facilities, water intake facilities and lake properties.

## Honors

- ***The Best Lawyers in America***© – Real Estate Law (2014-2024)
- Chambers USA, Recognized Attorney – Real Estate Law (2018, 2022, 2023)
- Order of the Coif, University of Florida School of Law (1997)
- *Florida Law Review*, Editor (1996-1997)

