

Jeanne A. Pearson

Partner

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I have represented many of my clients for 10-15 years or more. Consequently, I have a deep understanding of each client's business model, their governing structure, how they make decisions – and have long-term successful working relationships with the client's decision-making team. This history results in my providing greater value and tremendous efficiency for these clients. I approach new clients the same way – diving in so I can become an important asset to the growth of their businesses as quickly as possible.

Jeanne Pearson is a seasoned North and South Carolina commercial real estate lawyer who covers every aspect of real estate acquisition, land use, development, leasing, and any restrictions, easements for utilities or access, and more. She takes a broad and holistic view of her clients' companies and commercial real estate needs and goals, which enables her to quickly identify issues and design detailed strategies to resolve them. She has worked with a large, regional fast food restaurant chain for more than 15 years, and have been involved in multiple aspects of its real estate legal needs related to its growth within the Carolinas. Another client of equal tenure – a real estate investor and developer – is involved in a wide variety of projects, including buying and developing land for various apartment, mixed-use, and industrial projects and other acquisitions for investment and tax-deferred exchange purposes in North and South Carolina, both individually and as part of joint ventures.

Practices

Real Estate Advisory Services
Mergers and Acquisitions

Industries

Sports and Entertainment
Real Estate, Hospitality and Construction
Financial Services

Bar Admissions

North Carolina
South Carolina

Court Admissions

U.S. District Court of South Carolina

Education

University of Tulsa College of Law (JD, , 1996)
Clemson University (BA, , 1993)
• History

Associations

Professional

- North Carolina Bar Association
- South Carolina Bar
- Mecklenburg County Bar
- York County Bar Association

Community

Jeanne negotiates and prepares restrictive covenants, easements, resolves various title, land use and zoning issues, and negotiates and assists clients with financing, including but not limited to construction, permanent, bridge, conduit/CBMS, and Freddie/Fannie loans related to their various projects. She also represents several medical practices and facilities in all their North and South Carolina real estate acquisitions, sales, leases, and related financing. Further, Jeanne has represented various developers and homebuilders in connection with acquisition, development, sale and financing of single and mixed-use family projects and with the structuring, drafting and negotiation of related restrictive covenants and property owner association needs. Jeanne easily collaborates with the clients' teams and knows what's important to them and what isn't. This includes identifying and working closely and effortlessly with lawyers throughout the U.S. in markets of interest to her clients. With Jeanne also responsible for Johnston Allison & Hord's opinion letter practice, major firms in other locations call her for local counsel assistance related to their clients' projects in the Carolinas. With over 20-plus years of law practice, Jeanne has developed skills in other disciplines that are important to her clients, such as litigation, foreclosures and workouts, trusts and estates and corporate. Her approach isn't siloed exclusively in one discipline – this broad and practical picture of how business works continues to make her a go-to lawyer for anything related to commercial real estate.

- Historic Charlotte, Inc., Board of Directors Member (2008-2011)
- City of Rock Hill Zoning Board of Appeals, Member (2001-2009), Chair (2003-2007)
- Member of Session of Oakland Avenue Presbyterian Church, Vice Clerk (2018), Clerk (2019)

Representative Experience

- Represent commercial real estate developers in connection with all aspects of negotiation, acquisition, development and financing matters including but not limited to negotiating and drafting sales and acquisition contracts, easement agreements, restrictive covenants, and condominium declarations and related documents, and owners' association documents.
- Represent local and national builders in connection with the negotiation and acquisition of lots from developers for the

construction of residential homes in planned communities, including related owner's association issues.

- Represented regional healthcare provider in sale/ leaseback of five multi-story medical office buildings comprised of 650,000 square feet with an overall transaction value of \$125+ million.
- Represented regional healthcare provider in a credit lease financing transaction involving the sale and leaseback of 22 medical office buildings located in North and South Carolina to investors in five property groups with an overall transaction value of \$120+ million.
- Represented investor in connection with the restructuring and recapitalization of a joint venture and modification of related financing involving a mixed use development consisting of 24 properties owned by four related entities with a value after recapitalization of \$24+ million.
- Represent large Southeastern fast food restaurant chain in connection with the acquisition and development of outparcel sites, leasing and other real estate development matters.
- Represent mini-storage chain in connection with the acquisition, financing and development of sites for mini-storage facilities, including the bulk sale of five properties, three of which were completed facilities, located in North and South Carolina with an overall value of over \$18 million.
- Represent several regional and national owners and operators of apartment complexes in connection with the acquisition, financing and sale of properties.
- Represent lenders in connection with suits on notes, leases, guarantees or other financial instruments; claim and delivery proceedings; receiverships; and foreclosures.
- Represent developer in connection with local counsel needs and provide related local counsel enforceability opinions in connection with the issuance and sale of \$60,760,000 in

housing revenue bonds and a \$28,845,000 traditional construction loan.

- Represent company in connection with local counsel needs related to the development, acquisition and financing of two charter schools including the issuance of related local counsel enforceability opinions in connection with the issuance and sale of education revenue bonds totaling \$47,310,000.

Honors

- ***The Best Lawyers in America***© – Real Estate Law (2021, 2022)
- *South Carolina Lawyers Weekly*, Leadership in Law Honoree (March 2016)
- **Martindale-Hubbell**, AV® Preeminent™ Peer Review Rated
- ***Tulsa Law Journal***, Production Editor