

## REAL ESTATE ADVISORY SERVICES

We are a cohesive **real estate advisory services team** of lawyers with decades of individual industry experience in all aspects of commercial real estate transactions and projects. We help clients build their businesses, real estate portfolios, commercial developments, and communities across the Southeast and beyond. Our clients prefer the convenience we provide in assisting with transactions anywhere in the U.S., as well as abroad. We strive to cultivate and maintain close professional and personal relationships with our clients and serve as their go-to professionals – we are who they call first with questions, concerns, and difficulties. As collaborative advisors, we represent our clients at the negotiation table – and when necessary, in the courtroom – often against some of the largest, brand-name regional and national law firms.

### Services Provided

We represent individuals, investors, developers, retailers, restaurants, manufacturers, distributors, health care and other service providers, lenders, landlords, and tenants, all in connection with:

- **Real Estate Acquisition, Sales and Development**
- Residential and Multi-Family Real Estate Development
- Condominium and Apartment Development
- **Advice on Tax Issues**
- Like-Kind Exchange Transactions
- **Condemnation, Takings and Inverse Condemnation**
- Negotiating Retail, Office, Warehouse, Ground and Other Commercial Leases
- Real Estate Acquisitions, Joint Ventures and Leasing Matters

### Related Practices

- Asset Protection Planning
- Business Succession Planning
- Business Transactions
- Charitable Planning & Exempt Organizations
- Condemnation Rezoning & Land Use
- Construction
- Creditors' Rights
- Elder Law & Special Needs Planning
- Employment Practices & Benefits
- Environmental
- Estate Administration
- Fiduciary Litigation
- Litigation
- Mediation & Arbitration
- Mergers & Acquisitions
- Nonprofit Entities & Tax-Exempt Organizations
- Private Equity
- Professional Services
- Taxation
- Trusts & EstatesRelated Industries
- Automotive
- Energy
- Financial Services
- Healthcare
- Real Estate, Hospitality & Construction
- Sports & Entertainment
- Retail

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### Group Members

Catherine "Katie" P. Barr  
Matthew "Matt" E. Gerber  
John R. Buben, Jr.  
William C. Isenhour  
J. Nicholas "Nick" Kendall  
Robert "Bobby" G. Lindauer, Jr.  
Joseph "Joe" R. Marek

- Real Estate Matters for Wholesalers, Manufacturers and Distributors
- Formation, Negotiation and Documentation of Real Estate Limited Liability Companies, Joint Ventures and Partnerships
- Foreclosure and Real Estate Related Litigation
- **Environmental Compliance, Counseling and Litigation**
- **Rezoning, Use Permits and Variances**
- **Construction Lien Claims and Litigation**
- Negotiation and Documentation of Real Estate Loans (Construction, Permanent and CMBS)
- Code Compliance

Jeanne A. Pearson  
Amy L. Rickers  
Brian J. Schoeck  
R. Susanne Todd  
Cameron Todd Ware  
Trent S. Allard  
Tyler J. Charlton  
William S. Fussy

If you have any questions regarding Real Estate Advisory Services, **contact us here**.

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*Please note that the above text does not constitute legal advice nor does it create an attorney-client relationship. Should you be in need of legal services regarding a particular matter, please reach out directly to one of our attorneys. **Click here for our full website disclaimer..***

#### Representative Experience

Family-Owned Businesses – we regularly advise family-owned businesses. One representative client owns commercial property throughout the southeast, including 60 acres in one of the fastest-growing areas of Charlotte. While transforming this property into a 10-year, mixed-use project, we counseled them every step of the way – through all stages of development, including construction of a retail shopping center and development of a \$63 million, 200-unit apartment complex.

- Real Estate Investors – we regularly advise investors with significant cash in their portfolios. One example is a multi-generational family that sold its primary business in 2005, retaining all real estate and placing hundreds of millions of dollars into family accounts. Those funds have been consistently and strategically invested (either in joint ventures or through direct acquisition) across the U.S., including joint venturing with national developers for investments in mixed-use, multi-family, office and grocery-anchored shopping center projects.
- Entertainment / Nightlife Developments – we advise the developer of live entertainment and nightlife venues with multiple locations across the U.S. The latest is a \$200 Million plus project including multiple concert venues, restaurants, bars, and office tower, the cost of which was paid for, in part, by public bonds and tax increment financing. We conduct the negotiations on multiple fronts, including: construction financing, local municipalities, sponsorship agreements, and leasing matters.
- Real Estate Developers – we advise developers a wide array of real estate projects, such as single tenant retail sites, multi-tenant retail buildings, grocery anchored shopping centers, residential developments, office and residential high-rise buildings, storage facilities, and full and limit service hotels. From acquisition, to development, to disposition, our services cover the gambit of the real estate project life cycle. And our clients' projects often extend beyond the Carolinas, including states such as Pennsylvania, Maryland, Virginia, West Virginia, Georgia, Florida, Alabama, Texas, Colorado, Illinois, Tennessee, Michigan, and Ohio.
- Retail & Restaurant Chains – we regularly represent national and regional retail and restaurant chains, including grocery stores and restaurant groups. We provide counsel on acquisitions, leasing and franchise matters, and are accustomed to working side-by-side with in-house counsel for large, established companies, as well as the principals of smaller operations in growth mode. Again, our regional reach and flexibility allows us match the aggressive moves

necessary for our clients' to accomplish their strategic initiatives.

- Energy Developers – we represent companies that mine precious metals, alkali metals, and natural gas, as well as solar and wind energy developers. We assist in zoning matters, title review, acquisition and disposition matters, leasing matters and financing.
- Like Kind Exchanges – we advise our clients (and work closely with several accounting firms) to structure all types of simultaneous and deferred 1031 transactions including multiple-property, multi-asset and reverse Starker exchanges. Our diverse team of tax and real estate practitioners enables us to structure creative solutions for all types of complex situations, often utilizing ground leases and tenant-in-common structures depending on the desired outcome and lender involvement.