

Leasing & Asset Management

The lease is the lifeblood of commercial real estate. Understanding this important principle, Winstead's Leasing & Asset Management Industry Group has developed a national reputation for value-added service. Our attorneys possess a unique understanding of market factors that can affect the lease negotiating and asset management processes, whether representing landlords or tenants. Because we define success in our clients' terms, our approach to the practice is positive and informed. Always attempting to build bridges, rather than barriers, we strive for creative solutions to the difficult issues our clients face. The goal is a successful conclusion to negotiations, where both parties to the transaction are winners.

Knowing all clients are different, we tailor our approach to meet the needs of each client, and produce a result that accomplishes the client's objective in a cost-effective manner. For example, through the use of state-of-the-art technology, we have implemented volume leasing programs and standardized documents (with alternative provisions) to streamline the lease drafting and negotiating process.

Range of Services

- Preliminary analysis and counseling
- Letter of intent and lease preparation and/or negotiation
- Brokerage and property management representation
- Arbitration and dispute resolution
- Lease enforcement and/or workouts
- Counseling on development matters
- (e.g. zoning, tax, access and other land use issues)
- Lease administration
- Litigation
- Bankruptcy
- Construction

The depth and breadth of our group allows us to draw upon our experience in virtually any type of transaction. Whether your project is office, retail, warehouse or mixed-use, and whether you are the landlord, tenant, broker or manager, our attorneys have the experience to help you achieve your objectives. This experience includes not only traditional space and ground lease transactions, but also more sophisticated work such as build-to-suits, multi-use developments, corporate headquarters leases and other special use leases.

Representative Clients

The Winstead Leasing & Asset Management Industry Group has represented:

- National and regional "big box" and in-line retail tenants
- National and regional shopping center owners, developers and property managers
- Large and small office building landlords, tenants and managers
- Commercial airlines and other landlords and tenants of airport terminal, hangar and support facilities
- Industrial landlords, tenants and managers
- National and regional restaurant chains, investors and operators
- Branch bank tenants and owners
- Corporate users in connection with facilities leases
- "Signature" building owners and managers
- Professional sports franchises and/or sports facilities and services
- Healthcare systems & hospitals

- GSA and other government leasing
- Telecommunication leases