

Real Estate

Winstead's Real Estate Practice Group serves as a leading resource for both national and regional companies. With more than 100 real estate attorneys across seven offices, Winstead's experience spans the full spectrum of real estate services. The group's collective experience allows us to achieve desired results at any stage of the real estate cycle in both stable and challenging economic times.

Our client list includes many of the largest and most active real estate companies, institutional investors, mortgage lenders and loan servicers in the United States, as well as individual investors and entrepreneurs. Unlike many law firms, Winstead has an active Construction Practice, Entitlement/Land Use Practice and Leasing/Asset Management Practice, enabling us to represent our clients through all phases of sophisticated real estate transactions.

In recognition of the caliber of our attorneys, Winstead's real estate practice is listed in the *Chambers USA Guide to America* (Chambers & Partners Publishing), band 1 in Texas, and a number of our attorneys are members of the American College of Real Estate Lawyers, the American College of Mortgage Attorneys and the Association of Life Insurance Counsel.

[Click here](#) for a list of contacts for the Real Estate Practice Group.

Real Estate Service Areas:

- Construction
- Corporate Facilities
- Data Centers & Telecommunications
- Economic Development
- Energy/Oil & Gas Real Estate
- Environmental
- Gas Stations/Convenience Stores
- Healthcare Facilities Real Estate
- Hospitality & Leisure (including restaurants)
- Industrial
- Land Use/Entitlements
- Leasing & Asset Management
- Multifamily
- Planned Community, Mixed-Use & Condominium
- Public/Private, Airport and Hanger Facilities
- Real Estate Development & Investments
- Real Estate Finance, Default Resolution & Servicing
- Real Estate Litigation
- Retail Centers, Outlet Malls & Specialty Venues
- Sports & Entertainment Facilities & Other Public Venues
- Student Housing
- Tax Structuring

Construction

Winstead construction attorneys have extensive experience drafting and negotiating contracts for use in the construction process. From design/engineering/consulting agreements to construction contracts to close-out documentation, Winstead understands the importance of contractually defining rights, responsibilities, and expectations to reduce risk throughout any project. The substantial experience of Winstead's Construction Practice assists public and private owners,

developers and large contractors to reduce project risk in sports, transportation, airport, hospital, industrial and multi-family projects. Its transactional concentration is complimented with a well-seasoned group of construction litigators whose knowledge and experience is highly regarded for producing positive outcomes for Winstead clients when arbitration or litigation is necessary. ([Read More](#))

Corporate Facilities

Winstead has a long and rich history of representing corporate users of real estate in all of their facility's needs. We routinely work with the C-Suite executives of major private and public companies in an advisory role, assisting these clients in strategically meeting their real estate needs. In connection with such representation, Winstead attorneys have assisted many of these clients in negotiating economic grants and incentives with the State of Texas and local municipalities in connection with opening and relocating major facilities. Whether assisting a company with the relocation of its corporate headquarters, the expansion or contraction of its geographic footprint or addressing its balance sheet needs through strategic restructuring, Winstead attorneys have experience in navigating the legal and business issues corporate users of real estate encounter.

Examples of some of the more high-profile clients for whom Winstead has been involved in such corporate facilities work include the following:

- Comerica Bank
- Pizza Hut of America
- TRT Holdings, Inc./Omni Hotels, Inc.
- Carlson Restaurants Worldwide (Parent of TGI Fridays)
- Dean Foods
- Rent-A-Center
- Adams Golf, Inc.
- Fossil, Inc.
- VHA
- Texas Independent Bank

Data Centers & Telecommunications

Winstead's Telecommunications Practice Group is composed of seasoned attorneys with years of experience representing national broadband and wireless communication companies, national communications service providers, regional bell operating companies, competitive local exchange carriers, internet service providers, wireless data transmission companies, and other entities engaged in furnishing products and/or services to the telecommunications industry. For our telecommunications clients, Winstead offers superb legal representation, including the leasing, licensing, and permitting of wireless communication facilities, such as cellular towers, stealth communications structures, in-building systems, distributed antenna systems, multiple host systems, and building and rooftop communications facilities; the management of multiple phases of large lease amendment projects for the deployment of new communications and support equipment and technologies, including PCS, LTE, and AWS; advice and counsel with respect to mergers, acquisitions and divestitures; public and private financing (including debt, equity and hybrid instruments); corporate governance; securities law compliance; bankruptcy and insolvency; labor problems, employee benefits; intellectual property; environmental law; real estate; public law; governmental relations; antitrust law; litigation; and taxation. We also counsel clients in connection with structuring and negotiating the full range of transactions encountered in the telecommunications industry, including master lease agreements; collocation, in-bound, and new build cellular tower lease agreements and amendments thereto; lease agreements with airports, municipalities, and local utility providers; commercial technology, internet, video, and cable television service contracts; "indefeasible right to use" agreements; "outsourcing" agreements; licenses to acquire, develop, or transfer intellectual property; consulting agreements; employment agreements; asset purchase/lease agreements; service provider agreements; asset/facility management contracts; customer/vendor agreements; and strategic alliances.

Economic Development

Winstead assists clients in seeking economic development assistance for corporate relocations and development projects. Headquarters, residential, office, retail, mixed use and industrial projects benefit from Winstead's experience in drafting and negotiating tax abatement agreements, tax increment financing documents, Chapters 380 and 381 agreements, municipal management districts and other special district arrangements, and other forms of development agreements. Our attorneys advise clients on deal making strategies with local government entities, the legal form and content of the documentation and the successful navigation through the political process.

Energy/Oil & Gas Real Estate

Winstead's Energy attorneys regularly handle real estate transactions ranging from the leasing of a few acres to the sale of hundreds of millions of dollars of producing wells and/or pipelines. Winstead's experience extends across a broad spectrum of transactions varying in complexity and size from thousands of dollars to hundreds of millions of dollars, transcending geographic boundaries including almost every petroleum-producing state in the continental United States, as well as Canada and the Gulf of Mexico.

Environmental

Environmental considerations are involved in every real estate transaction. Winstead has the requisite environmental experience to fully evaluate environmental issues involved in the acquisition, disposition and financing of both improved and undeveloped properties. See the attached link for a fuller discussion of Winstead's environmental practice. ([Read More](#))

Gas Stations/Convenience Stores

Many of our firm's real estate practice strengths are brought to bear in our nationwide representation relative to gas stations and convenience stores. Winstead's real estate practice in this area has encompassed transactions and operations across the country including the sale and purchase of these facilities as well as their initial development. Our representation has included owners, operators, lenders, investors, managers, refiners and jobbers. Our range of real estate services include legal representation relative to the sale and purchase of gas station and C-store facilities, development and land use matters, environmental concerns, financing and investment representation, due diligence analysis and representation as to properties, facilities and legal structure, ground leases and other operational agreements, PMPA matters, and negotiation of industry special documents (e.g., fuel supply, dealer agreements, etc.).

Healthcare Facilities Real Estate

Whether working with hospitals, physician groups, third party developers, lenders or investors, Winstead attorneys bring a distinctive blend of real estate excellence and healthcare industry acumen to each project they encounter. Our healthcare real estate clients include for-profit, non-profit and public hospitals, physician groups, developers, operators, investors, and lenders of every type of medical facility along the healthcare continuum of care, including medical office buildings, ambulatory surgery centers, specialty hospitals, acute care hospitals, LTACHS, and rehabilitation hospitals. Our Healthcare Facilities Real Estate Practice is also active in the representation of assisted living facilities, skilled nursing facilities, continuing care retirement communities and senior living facilities. ([Read More](#))

Hospitality & Leisure (including restaurants)

Winstead attorneys understand the unique challenges facing the hospitality and leisure industries, as well as the nuances of its various components. Because we understand the business, we are skilled at helping our clients find that delicate balance between business operations and member/guest relations. Our attorneys represent the developers, owners, managers and lenders of hotels, resorts, restaurants, golf courses (public and private), private clubs, marinas, vacation ownership properties and other hospitality and leisure properties throughout the United States and the world. Understanding that these projects involve dynamic operating businesses and not just real estate assets, we provide business-oriented solutions to the issues our clients face across the hospitality and leisure spectrum.

Our hospitality and leisure practice extends to the following types of transactions:

- Golf Courses (public and private)
- Private Clubs
- Lodging – Hotels and Resorts
- Convention Center Hotels and related amenities
- Sports Facilities and Teams
- Mixed-Use Developments
- Restaurants
- Vacation Ownership
- Marinas

Industrial

For owners, developers and users of industrial properties and portfolios, Winstead's real estate practice assists in the acquisition, leasing, disposition, financing, construction, development, and specialty needs of industrial facilities, including rail service, transportation, security needs and heightened environmental requirements. Our legal experience coupled with our understanding of the financial and operational aspects of industrial properties allows Winstead to assist clients to improve asset value and maximize returns. The Winstead team of professionals is available to guide clients through the entire lifecycle of an industrial asset; from initial assessment, development or acquisition to asset management and the implementation of a disposition strategy.

Land Use/Entitlements

For over 40 years, Winstead's land use practice has helped clients with the full range of land use issues throughout Texas and across the country. Winstead's robust land use experience spans the entire real estate asset class from single family homes to multibillion dollar mixed-use development. ([Read More](#))

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. 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. ([Read More](#))

Multifamily

Winstead's multifamily practice has included over \$5 billion in acquisitions and development transactions over the past 3 years, covering more than 20 states. We have significant experience in mixed-use transactions, portfolio transactions, urban multifamily development, ground lease transactions and tax abatement transactions. Land assemblage, zoning and land use entitlement, construction and disposition are customary parts of our multifamily practice. Our multifamily focus includes borrower representation in a large volume of agency financing transactions with Freddie Mac and Fannie Mae, preferred equity and mezzanine financing transactions, securitized financing products, life company financing and construction financing. We assist clients in connection with structuring for advantageous transfer tax and mortgage tax results for multifamily refinancing, acquisitions and dispositions. Our attorneys consider involvement in the multifamily industry as an important part of our legal services, providing our group with an understanding of our clients' market and industry needs and sensitivities.

Planned Communities, Mixed-Use & Condominium

From start to finish and beyond, our attorneys have handled the largest number of planned community, mixed-use and condominium projects in the state of Texas and many unique projects nationwide. We offer 360 degrees of service as our

attorneys are experienced in all aspects of project acquisition, development and post-completion management. We deliver results from project conception to completion. We assist developers, owners, investors and lenders with all aspects of development for planned communities, mixed-use projects, residential and commercial condominiums, hotels, and golf and resort communities, including both commercial and residential projects. We also offer innovative solutions to developer and resident-controlled associations throughout Texas and beyond, including communities comprised of single-family homes, condominiums, townhomes, and commercial and mixed-use projects. ([Read More](#))

Public/Private Projects & Airport and Hanger Facilities

Winstead's experience with PPPs gives us a sophisticated understanding of the issues related to private investment in public assets, including the structure and documentation of the various transactions, the origin of private sector profits, the role and responsibilities of the public sector, the measurement of value to both the general public and public agencies, and the allocation of risks. We also understand the multiple components of complex public-private ventures and the need to address relevant tax, corporate, finance, real estate and construction issues in these transactions. Our extensive experience in these transactions is the foundation for our clients' investment in sports, airport, hospital and military family housing facilities.

Real Estate Development & Investments

From the acquisition and disposition of multijurisdictional portfolios and billion dollar developments to strategic tax credit counsel and environmental regulatory compliance, Winstead's attorneys advise developers and investors across the full spectrum of commercial real estate challenges and requirements. ([Read More](#))

Real Estate Finance, Default Resolution & Servicing

Real estate finance, default resolution & servicing remain core focus areas at Winstead. Our clients include banks, insurance companies, investment advisors, commercial mortgage lenders, commercial mortgage servicers, private equity funds, bond insurers, and other lenders and borrowers of all types. ([Read More](#))

Real Estate Litigation

When litigation is necessary, our attorneys work with clients to develop and implement an effective and efficient strategy. We have the breadth and depth to handle litigation and disputes involving real estate development, partnership matters, secured loans, commercial landlord tenant, environmental, condemnation and inverse condemnation, property tax, real estate title, lien validity and priority, curative matters, contracts, escrow, title insurance, RESPA, regulatory enforcement, easements, and real estate brokerage. ([Read More](#))

Retail Centers, Outlet Malls & Specialty Venues

Winstead's real estate practice provides legal experience in all facets of the retail spectrum. The Winstead team of professionals represent investors, owners, developers and users in the acquisition, entitlements, restrictive covenants, project development, utilities, land use, economic development matters, financing, leasing, asset management and disposition of a wide variety of retail, destination centers, mixed-use and restaurant/entertainment venues.

Sports & Entertainment Facilities & Other Public Venues

Winstead has an exemplary track record of success, experience and depth in real estate issues related to sports projects. From football stadiums to arenas, professional sports to university and college sports, our lawyers have handled virtually every legal aspect of stadium and real estate negotiation, financing and development. We have represented teams and team owners, sports authorities, colleges, and municipalities. Our lawyers have helped put together a number of significant stadium and arena deals around the country and internationally in partnership with many local and state governments, sports franchises, major sports leagues and university and college sports programs. We have a thorough understanding of what to do and how to do it. ([Read More](#))

Student Housing

Student Housing presents a unique opportunity for its owners and operators. Operating real estate within a student population, or in combination with an educational institution, will often give rise to issues beyond the scope of a more traditional real estate transaction. Winstead represents investors, lenders, contractors, developers and managers in all aspects of student housing on a national basis. This collective experience allows us to offer the knowledge necessary to assist clients with all aspects of student housing investments, including unique vendor relationships, intellectual property issues, timing of population turnover, coordination with mixed-use projects and cooperation with education institutions.

Tax Structuring

Structuring of any real estate project requires significant input from our tax lawyers. The tax considerations may include the choice of entity, the utilization of equity vs. debt, special allocations to provide certain partners with increased loss sharing or developers with capital gain instead of ordinary fee income, tax-free as opposed to taxable transfers of property and distributions of financing proceeds, and the ultimate taxable or tax-free exit strategy for the project. All of these issues may be affected by state tax issues, the participation in a project by tax-exempt investors or foreign investors, and the issuance of “profits interests” or promotes to service partners and their key employees. Our tax attorneys also can provide advice on various vehicles that are utilized to raise additional project capital, such as the formation and operation of funds, public and private REITs, and projects utilizing the various tax credits authorized by Congress. Finally, for those projects that do not achieve their intended success, our tax attorneys are very experienced in the tax issues and planning associated with workouts, modifications of debt and bankruptcy. ([Read More](#))

Experience

Construction

- Represented regional hospital system in drafting and negotiating construction contracts for construction of new hospital campus with 862-bed hospital, logistics center, parking garage, central utility plant and related improvements and equipment purchases
- Represented general contractor in preparation and negotiation of various design and construction contracts and subcontracts for design-build construction of highway projects in Travis and Bexar counties
- Represented an NBA franchise on construction contracts in connection with a \$115 million basketball arena
- Represented public university in claims against contractor and subcontractors for defective construction
- Represent private university in updating construction and design agreements and providing construction and project-related insurance advice
- Represented EPC contractors of cogeneration and refinery facilities in disputes with developers, project lenders, owners, subcontractors and insurers involving nearly all aspects of design, construction, operation and maintenance of those projects (Sites located in Texas, Connecticut, New Jersey, California, Nevada, Arkansas, and Louisiana)
- Represent national airline in a public/private venture to design and construct terminal, landside, and airside improvements at major Texas airports
- Represented two separate NFL teams located in Texas with regard to design and construction of retractable roof football stadiums for respective teams

Gas Stations/Convenience Stores

Members of Winstead's Real Estate Development and Investments Practice Group have represented the following types of clients with respect to the following types of gas station and convenience store transactions:

- Representation of jobbers bidding for an acquisition of portfolios of stations and C-stores from major refiner-sellers
- Varied representation of major refiners and local and international energy companies with respect to transactional, litigation and environmental matters

- Representation of commercial banks in the provision of senior mortgage financing secured by gas stations and C-stores
- Representation of investors in the provision of mezzanine financing or preferred equity for portfolio acquisitions or recapitalization
- Extensive due diligence work with respect to franchise agreements, dealer agreements, fuel supply agreements, real estate, land use, environmental and operational matters
- Construction project representation and lien disputes (including litigation relative to lien disputes or similar matters)
- Representation of major operators with respect to corporate and operational matters arising both day-to-day and with respect to major transactions
- Negotiation of ground leases, reciprocal access agreements and development contracts
- Attention to land use concerns and representation of developers before cities and municipalities

Healthcare Facilities Real Estate

- Representation of one of the nation's largest non-profit hospital systems in a monetization transaction involving the sale of a 20 medical office building portfolio totaling over 1 million square feet
- Representation of a large non-profit hospital system in connection with a physician alignment and monetization strategy involving the proposed sale of more than 20 medical office buildings to a partnership consisting of the system, a real estate investment company and staff physicians
- Representation of non-profit hospital systems in the development of hospitals, medical office buildings and specialty buildings on hospital campuses, including through ground leases with third-party developers
- Representation of developers in partnerships and strategic joint ventures with physician groups and hospital systems
- Representation of developers in connection with the development of rehabilitation hospital LTACHs in Houston, Texas
- Representation as issuer's counsel in bond financing transactions for hospital facilities
- Representation of hospital systems in the negotiation of space leases with third-party medical office building owners in single-tenant and multi-tenant facilities
- Representation of developers in the development of medical office buildings, ambulatory surgery centers and other health care facilities
- Representation of hospital operators in the development of multiple long-term acute care hospitals throughout the U.S.
- Representation of hospital systems in the development of master plans
- Representation of a North Texas county hospital district in the construction program for a replacement hospital, including negotiation and preparation of construction contracts
- Representation of a publicly traded senior living community operator in the development of independent and assisted living communities and condominiums with special senior services
- Representation of a developer of assisted living facilities, nursing homes and senior living facilities in build-to-suit lease transactions with operators throughout the country
- Representation of physician groups in development and capitalization of healthcare facilities, including private placement and financing transactions
- Representation of a skilled nursing facility developer and operator in HUD financings
- Representation of two life insurance companies as co-holders of \$100 million in notes secured by senior living facilities in Alabama, Arizona, California, Colorado, North Carolina, Tennessee, Texas, Oregon and Washington
- Representation of an insurance and financial services company in 20 loans in both its portfolio program and its securitization program including medical office facilities throughout the country

Industrial

- Acquisition and financing of a 33 property industrial warehouse portfolio in the Greater Atlanta Metropolitan Area for \$106 million

- Acquisition and financing of an eight building industrial portfolio in Jacksonville, Florida, for \$60 million
- Acquisition and financing of ten industrial buildings in Dallas County, Tarrant County, and Harris County, Texas, for \$57 million
- Acquisition and financing of an industrial warehouse complex in Nashville, Tennessee, for \$55 million
- Acquisition and financing of an industrial warehouse complex in Charlotte, North Carolina, for \$45 million
- Acquisition and financing of an industrial warehouse complex in Tualatin, Oregon, for \$25 million
- Acquisition and financing of an industrial warehouse complex in Phoenix, Arizona, for \$24 million
- Acquisition and financing of an industrial warehouse complex in Dallas and Houston, Texas, for \$25 million
- Disposition of a nine property industrial portfolio to a national REIT for \$100 million
- Disposition and related loan assumption of an industrial park in Melrich, New Jersey, for \$28 million
- Disposition and related loan assumption of an industrial park in Houston, Texas, for \$10 million
- Development of a portfolio of three industrial buildings in Grand Prairie, Texas, consisting of over 1,636,000 square feet of space, with rail service pursuant to an Industry Track Agreement with Union Pacific Railroad
- Development of 102.8448 acre site for a rail served facility for Federal Express Ground of 483,294 square feet, including all entitlement and land use issues
- Development of multi-phase 622 acre dual rail served (BNSF and UP) industrial park containing multiple buildings of over 4,000,000 square feet, including all entitlement, rail agreements, land use, construction site and building dispositions and attendant financings. Development of master restrictions and related associations

Multifamily

- Financing of \$550 million multifamily portfolio on behalf of a private real estate equity fund
- Acquisition of a \$71 million multifamily property in San Antonio, Texas, for a private real estate fund
- Acquisition of a \$96 million multifamily and mixed-use property in Raleigh, North Carolina, for a private real estate fund
- Acquisition of a \$64 million multifamily property in Tampa, Florida, for a private real estate fund
- Acquisition of a \$67 million multifamily property in the Gramercy Park area of Manhattan for a private real estate fund
- Acquisition of a \$56 million multifamily property in Dallas, Texas for a private real estate fund
- Acquisition of a \$48 million multifamily property in Austin, Texas, for a governmental pension advisor
- Acquisition of a \$47 million multifamily property in Houston, Texas, for a public REIT
- Acquisition of a \$65 million multifamily property in Franklin, Tennessee, for a private real estate fund
- Acquisition of a \$52 million multifamily property in Houston, Texas, for private real estate fund
- Acquisition of a \$44 million multifamily property in Dallas, Texas, for a private real estate fund
- Acquisition of a \$36 million multifamily property in San Antonio, Texas, for a private real estate fund
- Acquisition of a \$51 million multifamily property in Grapevine, Texas, for a private real estate fund
- Acquisition of a 15 property multifamily portfolio (all 15 properties located in Texas)
- Development of a \$46 million multifamily property in Dallas, Texas, for a private developer
- Development of a \$32 million multifamily property in Charlotte, North Carolina, for a private real estate fund
- Development of a \$54 million multifamily property in Washington, D.C. for a private real estate fund
- Financing of over 30 multifamily properties with Freddie Mac and Fannie Mae in 2012

Public/Private, Airport and Hanger Facilities

In addition to the many sports facilities, Winstead's public-private partnership matters include:

- Counseling Harris County Housing Authority in disputes with the contractor and developer of a "tax credit" public-private partnership structured housing development for low income senior citizens with a total project cost of approximately \$13 million

- Representing Southwest Airlines in a number of complex public/private transactions:
 - Modernization of Dallas Love Field Airport in cooperation with the City of Dallas involving real estate, public finance and construction advice on financing and constructing a terminal concourse and related airport facilities
 - Extensive corporate, finance, real estate and construction advice to expand gates and related facilities at Houston's Hobby Airport to accommodate international travel
- Representing the Texas Department of Transportation and the Central Texas Regional Mobility Authority in connection with numerous financings throughout Texas
- Advising Catellus Development Company (a Prologis Company) in connection with the redevelopment of the 709 acre Robert Mueller Airport redevelopment in Austin, Texas
- Developing a financing plan for the Office Depot Center project on behalf of the Huizenga Organization for the NHL Panthers
- Advising Centeq Equities in the development of a research park with Texas A&M University in College Station, Texas
- Counseling Rice University to develop a Collaborative Bio-Science Facility in conjunction with major research institution tenants at Texas Medical Center for additional lease space
- Underwriters' counsel for 17 public-private partnerships between private developers and the United States military to finance the construction and operation of on-base family housing

Real Estate Development & Investments

Real Estate Acquisitions

- Represented purchaser in the acquisition of a multi-family apartment complex in Washington, D.C., for \$110 million
- Represented purchaser in the acquisition of a multi-family apartment complex in Houston, Texas, for \$49 million
- Represented purchaser in the acquisition of an industrial warehouse complex in Nashville, Tennessee, for \$55 million
- Represented purchaser in the acquisition of an industrial warehouse complex in Charlotte, North Carolina, for \$45 million
- Represented purchaser in the acquisition of the Amelia Island Plantation Resort, a 1,350 acre oceanfront resort located near Jacksonville, Florida
- Represented purchaser in the acquisition of two office buildings in New York City, New York, at 370 Lexington and 55 Broadway

Real Estate Equity Investments for Acquisitions or Recapitalizations

- Represented publicly-traded REIT in connection with the formation of a limited partnership with a German investment group pursuant to which client contributed eight retail shopping centers valued in excess of \$200 million and representation of the newly-formed limited partnership in connection with portfolio financing in excess of \$86 million
- Represented 90% equity investor in a joint venture to acquire a multi-family apartment complex in Dallas, Texas, for \$36 million
- Represented 90% equity investor in a joint venture to acquire a portfolio of three multi-family apartment complexes in Austin, Dallas and Houston, Texas, for \$125 million
- Represented 50% equity investor in a joint venture for the recapitalization of a retail shopping center in Palo Alto, California, for \$30 million
- Represented 90% equity investor in a joint venture to acquire a retail shopping center in Charlotte, North Carolina, for \$32 million

Real Estate Investment by Preferred Equity and/or Debt Investment

- Represented first lien lender and preferred equity in providing over \$60 million of debt financing and preferred equity for a portfolio of retail stores in Washington, D.C.

- Represented first lien lender and preferred equity in providing over \$75 million of debt financing and preferred equity for a portfolio of retail stores in Northern Virginia
- Represented first lien lender and mezzanine lender in providing over \$65 million of debt financing for a portfolio of retail stores in Prince Georges County, Maryland
- Represented first lien lender and mezzanine lender in providing over \$95 million of debt financing for a portfolio of retail stores in Chicago, Illinois
- Represented first lien lender and mezzanine lender in providing over \$75 million of debt financing for a portfolio of retail stores in The Bronx, Queens and Manhattan, New York City, New York

Real Estate Development

- Represented owner in the development, construction, common interest ownership structure and financing of a 750-room convention center hotel in the Music City Convention Center Development of Nashville, Tennessee
- Represented the ground lessor in a ground lease transaction, including master development agreement, ground lease, and related construction documentation, for the construction and development of a presidential library at Southern Methodist University in Dallas, Texas
- Represented airline in large public/private transaction involving modernization of Dallas Love Field Airport in cooperation with the City of Dallas, including bond financing, real estate development and construction
- Represented NFL franchise in negotiations with public entities, design professionals, and prime contractor for construction of NFL stadium
- Represented developer in land assemblage, land loan, transferrable development rights, construction, construction loan, development, GSA leasing and permanent loan for a 12-story, Class A office property of approximately 400,000 square feet in the NoMa (North of Massachusetts Avenue) district of Washington, D.C.
- Represented developer in the acquisition and redevelopment of 325 multifamily units into luxury for rent apartments in the Gramercy Park area of Manhattan
- Represented purchaser/developer in the redevelopment of the historic YMCA Anthony Bowen Site in Washington, D.C., including construction, redevelopment, condominium and financing of the site into a 231-unit multifamily project, first floor retail and new YMCA facility
- Represented national outlet mall developer in the development of (a) a 418,000 square foot outlet mall in Grand Prairie, Texas, with a project cost of \$118 million, including acquisition and development work, debt, tax/entity, land use and entitlements and construction; and (b) a 540,000 square foot outlet mall in Livermore, California, with a total project cost of \$166 million, including acquisition and development, debt, public and private financing and entity structure

Retail Centers, Outlet Malls & Specialty Venues

Neighborhood Services / Grocery Store Anchored Retail Centers

- Acquisition of a luxury real estate shopping center portfolio, including seven properties in two states for \$171 million, and seven properties in Florida for \$331 million
- Acquisition and financing of an \$87 million portfolio of three retail shopping centers in Virginia, Delaware and Maryland
- Acquisition and financing of a retail shopping center in West Lake Hills, Texas, for \$38 million
- Representation of 90% equity investor in a joint venture to acquire a retail shopping center in Charlotte, North Carolina, for \$32 million
- Representation of 50% equity investor in a joint venture for the recapitalization of a retail shopping center in Palo Alto, California, for \$30 million
- Acquisition and financing of a retail shopping center in Scottsdale, Arizona, for \$23 million
- Acquisition and financing of a \$21 million retail shopping center in Alpharetta, Georgia
- Acquisition and related CMBS loan assumption of a retail shopping center in Houston, Texas, for \$10 million

Regional Power Centers and Regional Malls

- Development of 550,000 square foot Target anchored regional power center in Harker Heights, Texas, including all financing, entitlement and equity negotiations
- Development of 325,000 square foot Target anchored regional power center in Wylie, Texas, including all financing, entitlement and equity negotiations
- Development of a 200-acre mixed-use regional mall in the Town of Fairview, Texas, consisting of 1,000,000 square feet of retail space, anchored by Dillard's, Macy's, JC Penney, The Container Store, Whole Foods Market and iPic Theaters, together with 675 multifamily residential units
- Development of a 181-acre regional mall in Allen, Texas, consisting of 1,000,000 square feet of large format retail, specialty shops, restaurants and a 225-room hotel

Lifestyle Centers

- Disposition of Southlake Town Square Phase I, a \$141,000,000 mixed use, retail, office and municipal government development in Southlake, Texas
- Development of Grand Avenue District, Phase IV of Southlake Town Square in an agreement to purchase upon completion transaction with subsequent disposition to a national REIT through an asset-over partnership division for \$101,000,000
- Development of West Village, in the Uptown area of Dallas, Texas, as the first mixed-use condominium in the state of Texas, including multifamily and over 100,000 square feet of retail space
- Development of 560,000 square foot specialty mixed-use life style center in The Woodlands, Texas, with high end retail, office, cinema and hotel development

Outlet Malls

- Representation of national outlet mall developer in the development of a 418,000 square foot outlet mall in Grand Prairie, Texas, including acquisition and development work, debt, tax/entity, land use and entitlements and construction
- Representation national outlet mall developer in the development of a 540,000 square foot outlet mall in Livermore, California, including acquisition and development, debt, public and private financing and entity structure
- Representation of national outlet mall developer in the development of a 46 acre land, 442,000 square foot outlet mall in Allen, Texas, including acquisition and development work, debt, tax/entity, land use and entitlements and construction
- Representation of national outlet mall developer in the development of a 62 acres land, 579,000 square foot outlet mall in Mercedes, Texas, including acquisition and development work, debt, tax/entity, land use and entitlements and construction
- Representation of national outlet mall developer in the development of a 142 acre, 432,000 square foot outlet mall in Round Rock, Texas, including acquisition and development work, debt, tax/entity, land use and entitlements and construction
- Representation of national outlet mall developer in the development of a 542,000 square foot outlet mall in Cypress, Texas, including acquisition and development work, debt, tax/entity, land use and entitlements and construction
- Representation of joint venture of two national outlet mall developers in the development of a 350,000 square foot outlet mall in Texas City, Texas, including acquisition and development work, debt, tax/entity, land use and entitlements and construction

Sports & Entertainment Facilities & Other Public Venues

Our experience has led to the successful financing, development, construction and/or operation of a variety of major sports facilities, including:

- Cowboys Stadium, Arlington, Texas
- Reliant Stadium, Houston, Texas
- Arrowhead Stadium, Kansas City, Missouri

- MetLife Stadium, East Rutherford, New Jersey
- Yankee Stadium, The Bronx, New York
- Formula 1 United States Grand Prix™ Racetrack, Austin, Texas
- Ivor Wynne Stadium, Hamilton, Ontario
- Arena Multiuso da Copa 2014, Brazil
- Time Warner Cable Arena, Charlotte, North Carolina
- NASCAR Hall of Fame, Charlotte, North Carolina
- Office Depot Center, Miami, Florida
- Multiple other venues around the United States and internationally