



CAPABILITIES / BUSINESS & FINANCE

## Real Estate

Clients rely on us in the acquisition, financing, leasing, sale and restructuring of real estate assets of every type.

### OVERVIEW

*"We deliver efficient, real-world advice, guidance, and skills in a full range of business transactions."*

— David Nasatir

Obermayer has one of the most prominent real estate practices on the East Coast, with attorneys experienced in all aspects of real estate law. Clients regularly turn to our team to handle sophisticated transactions, such as:

- Real estate purchases and sales
- Sale-leaseback transactions
- Construction and permanent financings
- Leasing of office, industrial and retail properties for both landlords and tenants
- Like-kind, tax-free exchanges; and,
- Structuring multi-layered equity ownership provisions

In addition, we have years of experience with commercial real estate developments, construction documentation, loan workouts and restructurings, environmental reviews and approvals, resolution of title issues, and condominium creations and conversions.

### Our Value

Beyond a wealth of skills and experience, the members of Obermayer's Real Estate team offer clients connections and hard-working, real-world experience. We deliver solutions and resources for all aspects

of our real estate practice, such as bringing our lending clients together with clients seeking to acquire or refinance real estate. In addition, many of our attorneys are involved in their own real estate ventures, which provide a unique perspective and depth of understanding to our attorneys, qualifying them as true deal-makers who get deals done effectively and in a timely fashion.

### Our Clients

Our clients include real estate holding companies, national and regional REITs, pension funds, insurance companies and other major investors, national and regional lenders, and developers of all sizes. We regularly handle sophisticated transactions that encounter thorny complications, such as environmental issues, regulatory issues, tax issues, and the economic performance of real estate assets. In addition to our deal experience, we have deep roots and valuable networks in our markets.

### Our Focus

Experience has taught our attorneys that the relentless and often abrupt modifications to zoning laws, tax laws and abatement opportunities, as well as the cost of financing, all impact real estate transactions. Therefore, we stay current with these emerging issues, as well as both the challenges and opportunities they afford our clients, and advise our clients accordingly. We also use a collaborative approach to real estate transactions, regularly involving Obermayer's tax, land use, environmental and zoning groups as appropriate.

### Awards Won\*





\*[Click here](#) for a description of the standard or methodology on which the awards and honors are based. No aspect of this advertisement is approved by the Supreme Court of New Jersey.

## EXPERIENCE

Recent examples of our real estate work include:

- We represented a real estate holding and redevelopment company in the acquisition of an environmentally challenged retail center in suburban Philadelphia, and the financing of its acquisition. This project involved numerous delays and restructurings to meet regulatory issues, township land use issues, lender concerns and investor issues.
- We represented a developer in a public-private partnership that resulted in its acquiring, financing and developing a former utility building into a mixed use property including office space, retail and police headquarters in suburban Philadelphia. Obermayer attorneys also assisted in obtaining state grant funding for portions of the project including environmental remediation.
- We represent various local municipalities in the process of monetizing sewer systems, including assisting in the valuation, bidding, and documenting for proposed sale or lease.
- We represented a developer in the acquisition, development, financing (including construction, land use, and sale of historic tax credits), in an over \$30 million project regarding the redevelopment of certain real property located in the Brewerytown section of Philadelphia.
- We serve as special counsel to Doylestown Township in the construction of an extension to its sanitary sewer system. Real estate aspects of this project include obtaining title for the sewer line and pump stations by obtaining easements.

## ATTORNEYS

### Key Contacts

**David A. Nasatir**  
CHAIR

**Anastasius (Tassos) Efstratiades**  
PARTNER

**Peter J. Oberkircher**  
PARTNER

215.665.3036  
david.nasatir@obermayer.com

215.665.3030  
tassos.efstratiades@obermayer.com

215.665.3290  
pjo@obermayer.com

## Paul N. Allen

OF COUNSEL  
215.665.3016  
paul.allen@obermayer.com

## Darwin R. Beauvais

PARTNER  
215.665.3226  
Darwin.Beauvais@obermayer.com

## William E. Benner

PARTNER  
267.742.3539  
William.Benner@obermayer.com

## Daniel McArdle Booker

ASSOCIATE  
412.288.2476  
mcardle.booker@obermayer.com

## Hara L. Caplan

OF COUNSEL  
610.234.4929  
hara.caplan@obermayer.com

## Mark S. Danek

PARTNER  
484.344.5429  
mark.danek@obermayer.com

## Sean P. Duffy

ASSOCIATE  
215.606.0249  
sean.duffy@obermayer.com

## Alexander Dungan

ASSOCIATE  
215.665.3051  
alexander.dungan@obermayer.com

## Kimberley A. Farmer

PARTNER  
215.665.3107  
kimberley.farmer@obermayer.com

## Nathan D. Fox

PARTNER  
215.606.0178  
nathan.fox@obermayer.com

## Derek S. Green

OF COUNSEL  
215.665.3080  
Derek.Green@obermayer.com

## Steven A. Haber

PARTNER  
215.665.3253  
steven.haber@obermayer.com

## Michael E. Hooper

PARTNER  
412.288.2452  
Michael.Hooper@Obermayer.com

## Andrew S. Kasmen

PARTNER  
215.517.5800  
andrew.kasmen@obermayer.com

## Jerome N. Kline

OF COUNSEL  
215.665.3086  
jerome.kline@obermayer.com

## Thomas A. Leonard III

CHAIRMAN EMERITUS  
215.665.3220  
thomas.leonard@obermayer.com

## Dominic S. Liberi

PARTNER  
215.665.3076  
dominic.liberi@obermayer.com

## Paige Macdonald-Matthes

PARTNER  
717.221.1609  
pmm@obermayer.com

## Michael P. Malloy, Jr.

OF COUNSEL  
610.234.4875  
michael.malloy@obermayer.com

## Joseph J. McGovern

PARTNER  
215.665.3058  
Joseph.McGovern@obermayer.com

## Kellie A. McGowan

PARTNER  
215.606.0181  
Kellie.McGowan@Obermayer.com

## Brooke E. Newborn

ASSOCIATE  
267.742.3363  
Brooke.Newborn@obermayer.com

## Nicole E. Norcross

PARTNER  
215.665.3164  
nicole.norcross@obermayer.com

## Matthew S. Olesh

PARTNER  
215.665.3043  
matthew.olesh@obermayer.com

## Marcelina R. Policicchio

ASSOCIATE

## William F. Saldutti IV

ASSOCIATE

## Karen M. Sanchez

OF COUNSEL

412.209.0871  
[marcelina.policicchio@obermayer.com](mailto:marcelina.policicchio@obermayer.com)

**Edward S. Sarin, Jr.**

ASSOCIATE  
856.857.1412  
[Edward.Sarin@obermayer.com](mailto:Edward.Sarin@obermayer.com)

**Michael A. Thom**

PARTNER  
215.665.3001  
[michael.thom@obermayer.com](mailto:michael.thom@obermayer.com)

**Thomas S. Wyatt**

PARTNER  
215.665.3200  
[thomas.wyatt@obermayer.com](mailto:thomas.wyatt@obermayer.com)

215.665.3004  
[william.saldutti@obermayer.com](mailto:william.saldutti@obermayer.com)

**Aimee E. Schnecker**

ASSOCIATE  
215.665.3048  
[aimee.schnecker@obermayer.com](mailto:aimee.schnecker@obermayer.com)

**Edward M. Wild**

PARTNER  
267.742.3540  
[Edward.Wild@obermayer.com](mailto:Edward.Wild@obermayer.com)

215.665.3297  
[karen.sanchez@obermayer.com](mailto:karen.sanchez@obermayer.com)

**W. Patrick Scott**

PARTNER  
215.665.3003  
[patrick.scott@obermayer.com](mailto:patrick.scott@obermayer.com)

**Brett Wiltsey**

PARTNER  
856.857.1435  
[brett.wiltsey@obermayer.com](mailto:brett.wiltsey@obermayer.com)

---

## RELATED CAPABILITIES

Banking

Construction Litigation

Distressed Commercial Real Estate

Financial Services

Health Care

International Businesses

Lender Liability & Workouts

Local Governments & Municipal Authorities

Public Finance

Real Estate & Construction

Tax

Trust & Estate Administration

Zoning & Land Use