

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

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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

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- 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.

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