



## REAL ESTATE

# SOLID FOUNDATION

Our full-service, start-to-finish experience includes advising clients on real estate deals of all sizes, ranging from complex transactions to routine day-to-day matters. We work regularly with real estate investors, funds, developers and sponsors, private equity, lenders and real estate investment trusts (REITs) on a full range of services. We listen to our clients, and their investment goals are our goals – all with an eye on the bottom line.

Whether companies are looking for guidance on acquisitions and dispositions, tax credit financing, fund formation, joint ventures, leasing, 1031 exchanges, or rezoning and land-use planning, Barnes & Thornburg's real estate team can help put together a solid plan. Our client-focused, responsive and cost-conscious team works hard to close deals.

Our experience includes orchestrating complex deals from initial concept to closing, ranging in size from \$5 million to over \$500 million. Throughout a deal's life cycle, our team is involved in providing strategic advice, spearheading negotiations, detailed diligence, navigating regulatory and legal issues, and closing. When necessary, we also advise on pre-litigation, alternative dispute resolution and will litigate issues on our clients' behalf. We work with a wide variety of commercial properties, including industrial, multi-family, office, healthcare facilities, mixed-use, and renewable energy projects.

With a sophisticated practice in leading-edge fund formation, we represent both fund managers and sponsors, working closely with our corporate and tax attorneys, allowing us to address virtually all aspects of real estate private equity and fund formation. Our team connects funds and investors with a range of transactions, from joint venture equity and private lending to multifamily and single family developments, medical offices and

## 2023 Investment Funds Outlook

A report from Barnes & Thornburg's Private Funds and Asset Management Practice.

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## AREAS OF CONCENTRATION

- Land Use and Zoning
- Leasing
- Multifamily Real Estate
- Real Estate Development
- Real Estate Finance
- Tax Credits and Community Investments

## RELATED SERVICES

- Construction
- Environmental
- Joint Ventures
- Private Client Services, Trusts and Estates
- Private Funds and Asset Management
- Renewable Energy
- Tax

hospitals, industrial warehouses, and many other forms of commercial property.

During the COVID-19 pandemic, many clients sought our counsel for landlord-tenant and lender-borrower workouts and disputes. Our team is flexible and able to meet the needs of clients – backed by the strength of a full-service law firm.

Barnes & Thornburg's growing and experienced team of community development and tax credit financing attorneys have developed a national reputation, with a cutting-edge low income housing tax credit practice, community development, fund formation, real estate finance, equity investments, partnerships, joint ventures, asset management, restructuring and workouts. This team leads transactions across the U.S., negotiating and closing major transactions involving low-income housing, new markets, opportunity zones, and historic tax credits.

We have provided support for national retailers, institutional owners and landlords, restaurant chains, offices, and others in all phases of leasing, from transaction structure, to lease negotiation, to build-out and occupancy. Our work includes working with both landlords and tenants. As these relationships progress, we become involved in subleases, expansions, renewals and terminations, as well as landlord-tenant disputes.

Our firm represents institutional, regional and private lenders in connection with sophisticated real estate finance transactions, as well as a strong opinion practice for borrowers and lenders across the country, in connection with financing and other transactions involving real and personal property. We are also experienced in enforcing the rights of secured parties through foreclosure, workouts, and the exercise of other remedies.

Whether the deal is large or small, our attorneys are dedicated to rendering responsive, smart and efficient real estate law counsel. Our philosophy of practicality and service and our dedication to cultivating close working relationships as trusted advisers to our clients permeates everything we do.

## Real Estate Practice Leaders



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