



REAL ESTATE STRATEGIES

“We’re extremely efficient. The legal needs of our clients often span the entire firm: real estate of course, but also environmental, land use, tax, financing, eminent domain, and more. Managing these resources is key to ensuring we’re adding value, not cost overruns, to their project.”

WHO WE ARE

We provide comprehensive service across the full range of legal and business issues facing our clients. We work with developers, buyers, owners, financial institutions, health care facilities, and other entities.

The lawyers in Kaufman & Canoles Real Estate Strategies group help our clients manage the costs and risks to make balanced and informed decisions on their real estate projects.

HOW WE HELP

Our team guides clients through complex acquisitions, dispositions, financings, and other transactions. We help them negotiate, close, and develop a broad range of projects, from condominiums to office and industrial space to residential, retail, and more, while leveraging local, state, and federal incentives, and other economic development resources. We have a proven track record of managing land use challenges and other permitting issues effectively and efficiently. And we deliver the peace of mind our clients need to execute successful deals and strategies.

In addition, we regularly call on our colleagues at Kaufman & Canoles to advise on environmental law, tax planning, and other issues that arise in our clients’ real estate projects and transactions. In particular, we work closely with the Public Finance team to structure and implement public/private partnerships.

Clients count on our group to manage risk and resolve unexpected challenges in a timely and cost-efficient manner so they can close deals on time and within budget.

Our experience spans a variety of real estate matters:

- Acquisitions, Sales, and Financings
- Development and Acquisition Due Diligence

HOW WE HELP (CONT.)

- Environmental and other Permittings
- Environmental Due Diligence and Limitation of Liability
- Leasing – including representation of landlords and tenants of all property types, including land for solar projects
- Rezoning, Variances, and Zoning Ordinance Text Amendments for all types of developments
- Low-income tax credit and historic tax credit projects

WHO WE REPRESENT

Our lawyers routinely advise CEOs, chief development officers, and other senior leadership at local and regional real estate companies, as well as property owners, landlords, and others.

Clients include:

- Commercial, Industrial, Residential, Retail, and Other Property Developers
- Lenders and Other Financial Institutions
- Nonprofit Organizations
- Property Owners
- Corporate real estate users

We have particular experience in the following industries:

- Credit Unions
- Government and Defense Contractors
- Health Care
- Hospitality/Resort
- Industrial
- Infrastructure and Transportation
- Mixed Use Vertical and Horizontal Projects
- Office
- Public/Private Projects
- Residential
- Retail

REPRESENTATIVE MATTERS

Our lawyers have advised on small, medium, and large-scale projects across the Mid-Atlantic:

- Advised a retail property investment firm in the acquisition, leasing, and tax structuring of several shopping centers across the Mid-Atlantic. Services provided included detailed contract review, risk assessment, compliance with state and federal regulations, and REIT structuring to optimize tax efficiency. The scope encompassed lease negotiation with national tenants, tax advice for REIT compliance, and management of construction contracts for large-scale renovations aimed at increasing property value and tenant retention
- Represented a multifamily residential developer in all aspects of acquisition, financing, and development planning for a high-rise apartment complex in downtown Richmond, Virginia. Our team handled due diligence, zoning approvals, environmental assessments, and contract negotiations with construction and management firms to establish a premier living space in the city's urban core
- Represented a developer in the first state-level public-private partnership project in Virginia under the Virginia Public Private Educational and Infrastructure Act
- Acted as Virginia counsel for multi-state parties in complex REIT restructuring, loan assignments, zoning matters, and multiple office building acquisitions in Northern Virginia

REPRESENTATIVE MATTERS (CONT.)

- Represented the developer of a public private mixed use development including surf park, multifamily, commercial, parking and entertainment venue components involving multiple construction and bank financings, including community development bank financing
- Represent a nonprofit health care entity in its land assemblage, development planning and environmental, archaeological, historical, and transportation analysis, permitting, and approvals for a multi-jurisdictional mixed-use project in the Williamsburg, Virginia
- Represented a developer in the due diligence, environmental permitting, transportation permitting, Community Development Authority approval, financing, and acquisition of land for the development of a regional lifestyle (retail) center
- Represented the owner of a medical facility in an eminent domain case filed by VDOT
- Represented a land purchaser in the conception and implementation of a Brownfields development strategy for a waterfront mixed-use project formerly the site of a hazardous waste generator regulated by the Resource Conservation & Recovery Act
- Represented a developer in all aspects of the acquisition, financing, and preparing condominium documents for a high-rise mixed-use (retail, office, and residential) project in downtown Norfolk, including the sale of a portion of the developed project to a state agency
- Represented developer to establish vested property rights in non-conforming use of property and through all appeal levels, including the Virginia Supreme Court, against an adjacent property owner's challenge to the client's favorable land use determination
- Represented a nonprofit foundation in connection with development of hotel, commercial buildings, research and development facilities, and a residential village
- Served as local counsel to a national outlet mall developer in zoning, permitting, and approvals for the phased development of an outlet center in James City County, Virginia