



Charles E. Land
Member

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Chip is a member in the firm's Norfolk office and is the Co-Chair of the Real Estate Strategies Group. His practice focuses on helping clients develop, buy and sell property for residential, commercial or industrial use. He has represented landlords and tenants in commercial and retail leases, as well as developers in the planning of condominium units.

PRACTICE AREAS

- Real Estate Strategies

REPRESENTATIVE MATTERS

- Represents a developer of medical office buildings in all aspects of the projects including acquisition, leasing, financing and sale
- Represents an investor who acquires and repositions industrial and office projects in all aspects of the projects
- Represents contributors of real estate projects to REITs in UPREIT transactions, including an affiliated group of contributors of multiple real estate projects
- Represented developers of condominium and master planned communities – from single phase conversion projects to multiple phase new construction
- Represents owners in acquisition, sale and financing of office, multi-family, retail and industrial projects

RECOGNITION AND HONORS

- America's Leading Business Lawyers; *Chambers USA*, 2017
- Norfolk Real Estate Lawyer of the Year; Best Lawyers in America, 2015, 2018
- Best Lawyers in America, 2013-2021
- Top Lawyers; *CoVaBIZ*, 2017/18, 2020
- Virginia Super Lawyers; *Law & Politics*, 2011-2012
- Virginia's Legal Elite; *Virginia Business Magazine*, 2008-2020
- AV® Rated; Martindale-Hubbell

ASSOCIATIONS

- Virginia Bar Association
- Virginia State Bar; Board of Governors of the Real Property Section, Chair, 1997–1998
- Norfolk-Portsmouth Bar Association
- South Hampton Roads Habitat for Humanity, Inc.; Past President, Former Director
- International Counsel of Shopping Centers
- Hampton Roads Associations of Commercial Real Estate
- Urban Land Institute

EDUCATION

- University of Virginia, B.A., with distinction, 1975
- University of Virginia School of Law, J.D., 1978

PRESS AND PUBLICATION

- 53 Kaufman & Canoles Attorneys Named *Virginia Business Magazine's* "Legal Elite" 2020
- 46 Kaufman & Canoles Attorneys Named to *Best Lawyers in America* 2021 and 5 Named "Lawyer of the Year" and 7 Named "Ones to Watch"
- 45 Kaufman & Canoles Attorneys Named as Top Lawyers 2020 in *CoVaBIZ Magazine*
- 48 Kaufman & Canoles Attorneys Named *Virginia Business Magazine's* Legal Elite 2019
- 45 Kaufman & Canoles Attorneys Named *Best Lawyers in America* and 3 Named Lawyers of the Year
- 48 Kaufman & Canoles Attorneys Named *Virginia Business Magazine's* Legal Elite 2018
- 43 Kaufman & Canoles Attorneys Named *Best Lawyers in America* 2019 and 8 Named Lawyers of the Year
- 31 Kaufman & Canoles Attorneys Named as Top Lawyers 2017/18 in *CoVaBIZ Magazine*
- 48 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2017
- 6 Kaufman & Canoles Attorneys Named Best Lawyers' 2018 Lawyers of the Year
- 46 Kaufman & Canoles Attorneys Named *Best Lawyers in America* 2018
- 48 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2016
- 40 Kaufman & Canoles Attorneys Named to *Best Lawyers in America* 2017
- 44 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2015
- 42 Kaufman & Canoles Attorneys Named *Best Lawyers in America* 2016
- 45 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2014
- 10 Kaufman & Canoles Attorneys Named Best Lawyers 2015 Lawyers of the Year
- 54 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2013
- 42 Kaufman & Canoles Attorneys Named to *Best Lawyers in America* 2014
- 55 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2012
- 41 Kaufman & Canoles Attorneys Named to *Best Lawyers in America* 2013
- 40 K&C Attorneys Named as Super Lawyers 2012 and 14 Named as Rising Stars 2012
- 53 Kaufman & Canoles Attorneys Named Virginia Business Magazine's Legal Elite 2011
- 36 K&C Attorneys Named as Super Lawyers 2011 and 14 Named as Rising Stars 2011
- 39 Kaufman & Canoles Attorneys Named Virginia Business Magazine's "Legal Elite" 2010
- Real Estate Strategies Update - Court Rulings Narrow One Hundred Lot Exemption Under the Interstate Land Sales Full Disclosure Act
- 39 K&C Attorneys Named *Virginia Business Magazine's* Legal Elite 2009
- 36 Kaufman & Canoles Attorneys Named *Virginia Business Magazine's* Legal Elite 2008