



**Paul W. Gerhardt**

Member; Executive Committee Member; Managing Director

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Paul is the Managing Director of Kaufman & Canoles' Richmond office as well as a member of the firm's Williamsburg office. He serves on the firm's Executive Committee and is a member of the firm's Real Estate Strategies Group and Health Care Group. Paul represents owners, lenders and developers in all aspects of real estate related transactions, including land use and entitlements, sales, purchases, leasing, construction and financing, and loan workouts and restructuring. He regularly negotiates lease agreements for land, office, retail and industrial space.

As a member of the firm's Health Care Practice Group, Paul also leads the Senior Housing and Care Team at Kaufman & Canoles and has extensive experience serving the unique needs of developers and owners and operators of senior housing and long-term care facilities. He provides legal counsel with the day-to-day operational needs and the intermittent transactional needs of his clients, which include for-profit and nonprofit developers, owners and operators of independent living, assisted living, memory care and skilled nursing facilities. Additionally, Paul serves as General Counsel to a leading continuing care retirement community operator.

**PRACTICE AREAS**

- Real Estate Strategies
- Health Care
- Commercial
- Senior Housing and Care Team

**REPRESENTATIVE MATTERS**

- Advises clients in the acquisition, development and financing of commercial and residential properties such as shopping centers, hospitality properties, planned communities, office buildings, hotels, mixed-use properties, assisted living facilities and industrial properties
- Counseled client in the acquisition and development of healthcare-based community and creation of a community development authority supported with tax-exempt financing
- Serves as General Counsel to a leading Continuing Care Retirement Community and counsels clients in the area of senior continuing care and housing
- Counsels borrowers and lenders in project construction, financing, and loan restructuring transactions
- Negotiates lease agreements for land, office space, and retail and industrial space
- Advocates on behalf of clients before planning commissions and local governing bodies in issues pertaining to land use and zoning

**RECOGNITION AND HONORS**

- Best Lawyers in America, 2012-2026
- AV® Rated; Martindale-Hubbell

## RECOGNITION AND HONORS (CONT.)

- Norfolk Real Estate Lawyer of the Year; Best Lawyers in America, 2022
- Virginia Super Lawyers; Law & Politics, 2006, 2010-2012
- Virginia's Legal Elite; Virginia Business Magazine, 2004, 2009-2014, 2016, 2018-2025
- Top Lawyers; CoVaBIZ, 2020

## ASSOCIATIONS

- Southeastern Virginia Chapter Community Associations Institute (SEVA-CAI)
- James City County Economic Development Authority; Former Director, 2008-2018; Chairman, 2012-2013
- Williamsburg Health Foundation; Member, Board of Trustees, 2013-2021; Executive Committee and Chair, Governance and Nominating Committee, 2016-2021
- Hampton Roads Association of Commercial Real Estate (HRACRE); Former Board Member, 1994-2007; Past President, 2002, President's Council
- Williamsburg Community Foundation; Former Trustee, 2012-2018; Chair, Board of Trustees, 2016-2018
- American Health Lawyers Association; Post-Acute and Long Term Services Practice Group
- LeadingAge
- Virginia State Bar; Real Property, Business Law, and Health Law Sections
- Virginia Bar Association; Real Estate Section
- Williamsburg Bar Association

## ADMISSIONS

- Virginia, 1984
- United States Supreme Court, 2001

## EDUCATION

- Washington & Lee University; B.A., 1979
- Washington & Lee University School of Law; J.D., *cum laude*, 1984

## PRESS AND PUBLICATIONS

- 61 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's "Legal Elite" 2025
- 56 Kaufman & Canoles Attorneys Named Best Lawyers in America© 2026, 5 Named "Lawyer of the Year," and 13 Named "Ones to Watch"
- 51 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's "Legal Elite" 2024
- 55 Kaufman & Canoles Attorneys Named Best Lawyers in America© 2025, 7 Named "Lawyer of the Year," and 13 Named "Ones to Watch"
- 53 Kaufman & Canoles Attorneys Named Virginia Business Magazine's "Legal Elite" 2023
- 54 Kaufman & Canoles Attorneys Named Best Lawyers in America© 2024, 6 Named "Lawyer of the Year," and 10 Named "Ones to Watch"
- 53 Kaufman & Canoles Attorneys Named Virginia Business Magazine's "Legal Elite" 2022
- 48 Kaufman & Canoles Attorneys Named Best Lawyers in America© 2023, 4 Named "Lawyer of the Year," and 8 Named "Ones to Watch"
- 52 Kaufman & Canoles Attorneys Named Virginia Business Magazine's "Legal Elite" 2021
- 48 Kaufman & Canoles Attorneys Named Best Lawyers in America© 2022, 4 Named "Lawyer of the Year," and 8 Named "Ones to Watch"
- 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© 2020 and 3 Named Lawyer 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 Lawyer of the