



## Real Estate

We have extensive experience successfully guiding the nation's top private equity investors, developers, REITs, Fortune 500 companies and non-profit organizations through their most complex real estate transactions. Our team is made up of world class core commercial real estate lawyers who regularly collaborate with specialists from our environmental, regulatory, bankruptcy, financial restructuring, tax and litigation practices, working as an integrated whole serving our client's best interests.

### PRACTICE AT A GLANCE

- **Equity Investment and Financing:** Our deep expertise in all forms of equity investment, from private equity to publicly traded REITs, enables us to deftly advise both clients looking to invest capital in real estate and those looking to obtain investments in their projects, whether through joint ventures, direct investment, preferred equity, or a combination of multi-tier layered equity coupled with mortgage and mezzanine debt in tax sensitive structures.
- **Development:** Our developer clients benefit from the full breadth of our in-depth expertise – from site assemblage and site acquisition through fee, ground leasehold and/or easement interests to tax sensitive structuring of debt and equity financing in multi-tier capital stacks; and from guidance through the pitfalls of projects with multiple simultaneous general contractors and design teams to successful operation of the completed project.
- **Acquisitions and Dispositions:** Our experts have bought and sold tens of billions of dollars of real estate across asset classes throughout the country, including portfolio transactions across diversified ownership vehicles in tax sensitive structures, such as through tenancy in common arrangements to allow partial 1031 exchanges.
- **Leasing:** Our renowned leasing team draws on its deep experience to deftly assist landlords and tenants efficiently achieve their goals. We have vast expertise in city-center trophy tower headquarter leases, build-to-suit suburban laboratory or distribution center leases, and everything in between.



### The Legal 500 US

*has recognized WilmerHale among top law firms for our work in Real Estate since 2019*

### U.S. News - Best Lawyers®

*has awarded WilmerHale with national rankings in Real Estate*

### Chambers USA

*has routinely recognized our Real Estate Practice among the top in Massachusetts since 2011*

## SELECT REAL ESTATE TRANSACTIONS

- We represented the developer in the acquisition, financing, development, and operation of a **\$400 million purpose-built proton therapy center** in an urban city center leased to a consortium of hospitals, including a subsequent repositioning that saw the renegotiation of the lease and conversion of three tiers of mortgage debt and equity to a senior mortgage, subordinated synthetic equity position, and multiple unsecured mezzanine loans.
- We represented a publicly traded REIT in the acquisition, leasing and operation of a **29 acre environmentally challenged parcel containing 11 historically listed buildings**, and in the site's redevelopment as an office and life sciences laboratory complex, with an **overall transaction value of over \$1 billion**.
- We represented **2 of the world's largest retail companies** in site assembly, acquisitions, ground leases, and the development of more than 200 new stores, expansions and conversion projects throughout the East Coast.
- We represented a newly-formed developer of active adult living communities in its negotiation of a **\$250M equity investment** from an institutional investor, and subsequent acquisition of five development sites in the west and southwest regions.
- We represented the developer in the conversion of **Boston's nationally listed, historic Charles St. Jail** into a 300 key luxury hotel, including the ground lease acquisition, debt, equity and historic tax credit financing, agreements with the hotel manager, and leases with a celebrity chef for the signature bar and restaurant.
- We represented an equity investor in the joint venture with a state retirement system and simultaneous acquisition of a 30-acre site comprised of 16 lots and 11 buildings for redevelopment as a mixed-use office park with an aggregate **transaction value in excess of \$1 billion**.
- We represented the developer in the structuring and **acquisition of a three-dimensional air rights ground lease parcel from a state authority** for the development of a hotel within a mixed-use complex, including an overarching reciprocal agreement among the lot owners in lieu of a condominium arrangement.
- We represented the developer in the acquisition and development of the **third tallest building in Boston**, as a mixed-use tower housing a hotel, luxury residential condominiums, and retail uses operationally supported by parking and open space rights granted via easements.
- We represented a publicly traded REIT in the **acquisition for \$825 million** of a two-building office campus for a subsequent \$500 million conversion into a laboratory facility.
- We represented the City of Boston in a public-private partnership and stadium transaction to bring Boston's new **National Women's Soccer League** team to a stadium to be shared by the NWSL and Boston public schools, including partial ground leases, overall shared usage agreements, and revenue sharing agreements.

For more information, please contact:

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## OUR EXPERTISE SPANS ALL MARKET SECTORS

