

Real Estate

Commercial real estate deals are among the most complex transactions any business can undertake. The mix of financial, regulatory and operational issues is unique for each project in every geographic area. With more than 60 real estate lawyers, Andrews Kurth has the strength to complete virtually any commercial real estate transaction. We represent the major players – developers, lenders and owners – and have particular focus in such specialized areas as the commercial mortgage backed securities (CMBS) industry. With our comprehensive firmwide resources in banking, construction, environmental, securitization, tax and similar disciplines, we work to ensure a smooth process from start to finish.

An impressive client base

Andrews Kurth is real estate counsel for institutional lenders and investors, commercial property developers, owners and landlords engaged in national and international projects. Among our major real estate clients are:

- GE Capital
- Invesco Realty Advisors
- Hilton Hotels Corporation
- CW Capital
- L. J. Melody
- New York State Employees Common Retirement Fund and New York State Teachers' Retirement System
- Citigroup Global Markets
- Wells Fargo
- Royal Bank of Canada
- Archon Group, L.P.
- AEW Capital Management

- Fortune Brands Inc.
- Lincoln Property Company
- McCord Development
- CIGNA Investments, Inc.
- TRIZEC Properties, Inc.
- ING Clarion Partners
- State of Michigan Retirement Systems
- JP Morgan Chase Bank

Comprehensive and seamless transactional service

Our substantial experience in financing, buying, selling, developing and leasing property, as well as related issues in land use, joint ventures, restructuring, foreclosures and bankruptcy, enables us to handle seamlessly the full spectrum of real estate projects.

Real Estate Development

We have facilitated development and investment projects throughout North America, including:

- Representing the Houston Sports Authority in the Development of Reliant Stadium, Minute Maid Park and the Toyota Center.
- Representing Canada's largest hotel operator in the purchase of a Vancouver hotel, World Trade Office and convention center, with financing from banks in Japan and Germany.

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- Representing Hilton Hotels Corporation in developing and operating a 450-room facility in connection with the public tax-exempt bond financing of Omaha's convention center.
- Representing the developer in the acquisition, development and management of a 1.2 million square foot office complex in Denver, Colo.
- Representing the developer of a 1.5 million square foot technical center for Federal Express in Collierville, Tenn.
- Representing major corporate clients, including Chevron Phillips Chemical Co. and Chicago Bridge & Iron Co., in developing corporate headquarters facilities in The Woodlands, Texas.
- Representing the City of Houston in construction of the Hobby Center for the Performing Arts.

Real Estate Finance

From historic buildings in Manhattan to self-storage facilities in San Diego, we have represented lenders and investors at each level of the capital structure: first lien mortgage, A/B notes and mezzanine financing transactions; floating and fixed rate loans; preferred equity; and construction loans in all 50 states. We have also developed conduit lending platforms for institutional lenders. Transactions in today's market also involve complex creditor relationships, and our attorneys regularly navigate the intercreditor agreement maze.

As one of the few national law firms that actively represents clients in all segments of the CMBS industry, we make strategic contributions to our clients' CMBS business. We strategically fuse the origination, securitization and servicing lines of business. We add value, understanding the impact of borrower, property and structural issues on capital markets investors and having the insight to pursue workable resolutions.

In our role as counsel to loan servicers, we represent master, primary and special servicers in connection with all facets of CMBS issues. This experience includes loan assumptions, collateral releases, defeasance transactions and complex special servicing workouts, modifications and foreclosures under a variety of pooling and servicing agreements. Our extensive REMIC experience speeds this process.

Real Estate Leasing

We represent numerous clients in retail and office leasing, including landlords of office complexes with over one million square feet and corporate real estate tenants. We understand the concerns of institutional owners.

Energy Infrastructure

We play an integral role in the acquisition, financing and development of oil and gas, pipeline, and electric generating facilities throughout the US. Our lawyers handle every phase of the process, from resolving platting and zoning issues and handling environmental and permitting matters to negotiating and drafting:

- Purchase and sale agreements
- Option agreements
- Ground leases (including those with Industrial Development bonds)
- Easement agreements (for water, electricity, drainage, access and gas)
- Water supply agreements
- Construction agreements (for water treatment facilities, pipelines and water wells)
- Deeds of conveyance
- Electrical and gas interconnection agreements.

An effective approach to litigation

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Our trial lawyers represent all key players in real estate disputes, from developers and lenders (insurance companies and pension funds as well as banks and servicers) to property owners, brokers and tenants. We have a comprehensive understanding of the strategies that work in claims concerning:

- Breach of lending commitments
- Lender liability
- Property owner and occupier liability claims
- Construction defect and warranty claims
- Landlord/tenant claims
- Foreclosure disputes

A commitment to expedience and excellence

We know that our clients, whether corporate owner, institutional lender or commercial developer, are in the business of closing deals. *Our lawyers know the industry and are recognized leaders in completing large and complex transactions. We understand what is at stake, and our straight talk gets deals closed.*