



J. Andrew Crossett

PARTNER

ST. LOUIS, MO

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OVERVIEW

Andy is a born collaborator who uses a team approach to efficiently and effectively pursue the goals of his real estate clients.

He views the big picture from the client's perspective, gains a thorough understanding of what the client seeks to accomplish and ensures everyone is pushing in the same direction.

Andy advises commercial real estate clients on transactions such as purchases, sales, mortgages and leases. Additionally, he guides developers, builders, investors, banks and mortgage lenders in making decisions that positively influence their business goals.

Andy skillfully negotiates a multitude of property agreements – from acquisitions to easements – and advises financial institutions on asset-based lending transactions.

Featured Experience

Joint Venture Acquires \$47 Million Shopping Center

A joint venture client sought to acquire a \$47 million shopping center in Colorado. The acquisition was the back end of a 1031 like-

“His ability to efficiently get deals closed is second to none.”

— Partner, Real Estate Development Firm

Industry

Real Estate, Development, & Construction

Services

Corporate Real Estate

Real Estate Finance

Real Estate Investment

Retail Real Estate

Special Situations & Opportunistic Investing

kind exchange that the client received by selling a property in Florida, and the joint venture obtained a \$34 million loan for the acquisition. Though the dealings involved tense exchanges, Andy's team successfully led negotiations on the joint venture agreement, loan documents and all aspects of the acquisition. They also creatively framed the buyer's organizational structure and joint venture documents to conform to the lender's underwriting requirements and satisfy the expectations of the joint venture partners.

Experience

BUYER AND BORROWER REPRESENTATION

- Served as lead attorney in representing six borrowers on \$160 million loan refinance transaction for which the loan was secured by real estate in six states. Corporate aspects of the transaction involved restructuring borrowing entities to conform to the lender's underwriting guidelines.
- Represented buyer in acquisition of five retail centers in two states with purchase price in excess of \$85 million. Advised client on all aspects of transaction, including title, survey, environmental and other due diligence matters. Also represented client on all facets of acquisition financing secured by the shopping centers.
- Represented borrower in secured real estate loan transaction in which the loan was secured by one of the largest working ranches in the United States.

LENDER REPRESENTATION

- Advised lender in multimillion-dollar secured loan financing transactions in connection with development of low-income housing and related tax-credit transactions and borrower's purchase of partnership interests related to the development.

LEASING

- Represented client with ownership and leasing issues related to portfolio of office buildings in the St. Louis, Missouri, area, including drafting new leases, modifying existing leases and advising on refinancing transactions.
- Advised restaurant client on lease issues related to client's establishment of footprint for restaurant franchise.

Experience

DEVELOPMENT

- Advised client on acquisition and development of land to construct multifamily apartment and townhome complexes. Counsel included entitlements, title, survey, development and construction matters.
- Counseled client on acquisition and financing of \$30 million under-construction shopping center development, including all aspects of due diligence and advising client on term loan, construction loan and development issues.
- Represented landlord in ground lease transaction related to regional entertainment venue.
- Drafted joint venture documentation for entity investing more than \$300 million in multifamily developments throughout the United States. Advised client on operating agreement and all related corporate and financing documents for joint venture.

Recognition

- *The Best Lawyers in America*®
 - Real Estate Law, 2021-2025
- *Chambers USA*, Real Estate, 2025
- *Missouri & Kansas Super Lawyers*, Real Estate, Rising Star, 2018-2022

Education

- J.D., University of Missouri School of Law
 - Order of the Coif
 - CALI Award for Excellence: Torts, Professional Responsibility, Insurance Law and Fair Housing
 - *Missouri Law Review*, Honor Code Committee, 2005-2006
- B.A., Truman State University
 - Political Science
 - Bacchus and Gamma, Secretary, 2002-2004
 - Beta Theta Pi
 - Phi Beta Kappa
 - Pi Sigma Alpha, President, 2005
 - Valedictorian

Admissions

- Missouri
- Kansas

Community Leadership

He volunteers at St. Louis County Animal Care, where he works with lost and abandoned dogs and cats needing lifetime homes.

- Rotary Club of Clayton-Ladue, Speakers Bureau Chair, 2015-present
- Church Preschool, Board of Directors, 2017-present



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