

REAL ESTATE INVESTMENT

Husch Blackwell real estate investment lawyers and attorneys advise public and private investors and real estate companies in acquisitions, dispositions, formation, tax, and operation issues for transactions throughout the United States. We advise clients on the formation and operation of public and non-registered real estate investment trusts (REITs), real estate funds, and joint ventures. Our multidisciplinary team spans a variety of legal disciplines relevant to REITs and real estate funds, including single asset and portfolio acquisitions and dispositions, mergers and acquisitions, securities compliance, tax, equity and debt financing, bankruptcy, and commercial litigation.

Our real estate investment lawyers and attorneys are well-versed in the many state and federal laws and regulations that govern the formation, taxation, and operation of real estate investment funds, including the Investment Company Act of 1940, Investment Advisors Act of 1940, and the Securities Exchange Act of 1934. Whether the deal involves hospitality, housing, industrial, office buildings, retail or self storage, or a single site or multi-state portfolio, our creative strategies result in deals that benefit investment real estate stakeholders.

Our real estate investment team provides strategies across all asset classes including:



Husch Blackwell is motivated to work on behalf of its clients, but makes sure a deal is completed on an orderly and timely basis.

— Client Feedback —

Contact Information

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Condominiums

Hotel and resort developments

Industrial plants

Multifamily projects

Office buildings

Residential subdivisions

Retail properties

Self storage facilities

Showroom/warehouse facilities

Experience

\$22.5M Client Savings

\$2.9M Client Savings

Representative Experience

Represented a state agency seeking to purchase a data center it had been leasing. Securing the state's authorization of funds complicated the deal, but our experienced team skillfully navigated the complex state processes and rules governing this type of transaction. Approvals were secured and we negotiated a mutually acceptable purchase price—closing the sale within a month. The \$22.5 million deal provided our client with additional capital to invest in new projects.

Represented REIT in redevelopment of a large retail space

in a Wisconsin mall. Redevelopment required a major alteration to the mall's existing conditional use approval, and our team coordinated the land use approval process with the city. The project was unanimously approved by the city's Urban Design Commission and Plan Commission.

Represented REIT in the acquisition of more than 250 self storage facilities across the United States.

Represented TE Connectivity in a complex \$100 million-plus sale-leaseback transaction to Meta (formerly Facebook) of 60 acres in the highly desirable Silicon Valley city of Menlo Park, California.

Represented CBL & Associates Properties, Inc. with the acquisition of Mayfaire Town Center and Community Center, a premier open-air shopping center in the affluent coastal market of Wilmington, North Carolina. The transaction was one of the largest ever deals for CBL at \$192 million cash purchase.

Assisted Lodging Hospitality Management with the acquisition and financing, including securing \$5 million in New Markets Tax Credit funds, of their \$50 million restoration of St. Louis Union Station and its hotel.

Represented Raven Development in the redevelopment of Northwest Plaza Shopping Center in Missouri, at one time the largest mall in the country. Negotiated the acquisition of the vacant mall, as well as leasing and sale transactions, and assisted our client in arranging financing for the \$106 million, multiphase project and in securing significant federal, state, and local incentives.

Assisted joint venture between Minneapolis-based Sherman Associates Inc. and Loftworks LLC of St. Louis with the acquisition, financing, and redevelopment details of the redevelopment of the historic St. Louis's Syndicate Trust Building, an \$86 million project.

Represented real estate investment firm in its \$900 million sale of a majority stake in a portfolio of predominantly industrial and office properties.

Represented self storage REIT in closing two dozen acquisitions across the country in Florida, Indiana, Illinois, Georgia, Alabama, Washington, and California.

Representing a venture capital fund in the negotiation of a complex ground lease in Wichita, Kansas with a national fast food restaurant.

Represented the affiliates of a REIT in an amendment and restatement of a \$50 million revolving credit facility and \$80 million term loan facility.

Served as land development counsel and local real estate and financing counsel for real estate investment firm as it acquired three hotels and resorts in Texas (worth \$93 million), each of which were active resorts situated in areas of the state with unique and complicated water, wastewater, and environmental issues.

Represented a self-storage REIT in its acquisition of \$2.1 billion in properties over one year.

Completed an investment real estate restructuring to turn real estate management company into an investment real

estate fund and represented client as it acquired projects, secured financing and raised capital, assisting the company in growing from \$125 million in annual revenue to \$600 million in annual revenue.