



Parker Poe's Real Estate & Commercial Development practice group is well-known across the Southeast for its work in helping clients structure, negotiate, and close commercial real estate transactions. We represent developers, owners, buyers, sellers, landlords, and tenants in a variety of real estate matters. We have served as local, regional, and national counsel. Key samples of our national real estate work include:

- Representation of the principle subsidiary of a U.K. publicly traded company that supplies industrial equipment through more than 600 locations in the United States and Canada. The majority of this real estate work involves the negotiation of leases for new locations, including build-to-suit leases, as well as managing a majority of the company's real estate leasing portfolio. Our team works closely with the client's real estate and business development team.
- Representation of one of the largest commercial tire dealers and trucking fleet service providers in the nation (with international supply and distribution channels) in the acquisition and leasing of industrial sites across the United States, including bulk multi-site acquisitions. Our work includes negotiating purchase contracts, conducting all due diligence, negotiating financing documents and handling closings.
- Representation of a publicly traded automotive retailer on real estate matters in connection with more than 150 current locations and new sites planned across the United States. Our client team works closely with in-house counsel responsible for real estate matters and the real estate business team. The majority of our work involves the acquisition and development of new sites and assisting the client in meeting strict timelines for new market openings. We work on land purchases, financing (management of mortgage program), due diligence (review of title, plats, zoning, etc.) and environmental matters. Our construction attorneys handle the preparation of contracts for site construction and resolution of any claims. We currently represent this client in over a billion dollars in debt, including syndicated and revolving credit facilities.

BTI Consulting Group has ranked our team among national leaders for client relationships. BTI's rankings are based solely on in-depth interviews with top legal decision makers. This client feedback demonstrates that Parker Poe is highly recommended within the real estate industry.

Acquisition, Development, Exchange and Sale

We assist clients with investment and development projects. We structure transactions involving recreational and resort properties, commercial and residential condominiums, office buildings and manufacturing facilities.



Commercial Leasing

We negotiate leases for retail, office and industrial projects, including big-box power centers, neighborhood shopping centers, office towers and business parks.

Multifamily and Senior Housing

We represent developers, buyers and sellers of multifamily projects, nursing homes, assisted living facilities and skilled nursing centers. We negotiate and close financings insured under various HUD/FHA housing programs, including 202, 207, 221, 223 and 232.

Affordable Housing and Tax Credits

We represent developers and owners of affordable housing projects qualifying for low-income housing tax credits, financed with conventional loans and bond financing.

Title Services

We provide a full range of title services, including examinations, certifications and title insurance claims.

Financing

We negotiate and close construction and permanent financings, refinancings, mezzanine and joint venture structures, securitized loans and synthetic and leveraged leases.

Real Property Disputes

We advise clients in a wide range of real property-related disputes, including professional negligence lawsuits and disputes involving real property rights and damages, as well as administrative proceedings.

REPRESENTATIVE EXPERIENCE

Acquisitions (Buyer's Counsel)

- Acquisition of regional malls, specialty retail centers and franchised restaurants
- Multiple tract assembly for center city entertainment district and office tower
- Purchase of limited service franchised hotels
- Land assemblages for homebuilders
- Site acquisitions for industrial and manufacturing facilities
- Purchase of golf course assets
- Acquisition of cellular tower sites and facilities



Sales (Seller's Counsel)

- Sale of multiple apartment projects across the United States to real estate investment trusts (REITs) and private investors
- Sale of uptown outparcel for development of extended stay hotel with parking arrangements in adjacent deck
- Multiple sales of shopping centers in the Carolinas and Virginia
- Sale of multiple industrial facilities along East Coast

Financings (Borrower's Counsel)

- Securitized financing for hotels
- Financings for shopping centers
- Financings and refinancings for multifamily housing developers and owners
- Lines of credit for land development and home building operations
- Syndication of equity interests for limited service hotels

Development (Developer's Counsel)

- Land acquisition, construction financing and take-out joint ventures for apartment projects in the Carolinas, Virginia and Tennessee
- Equity membership golf and marina communities
- Industrial/warehouse facilities using tax incentive structures
- Development of multiple condominium projects
- Multiple conversions of apartment projects into condominiums

Exchanges (Taxpayer's Counsel)

- Tax-deferred exchanges and acquisitions for institutional land owners
- Deferred tri-party exchanges for industrial parks and build-to-suit buildings

Leases

- 650,000-sq.-ft. lease for bank headquarters office tower (Tenant's Counsel)
- Multiphase ground leases for residential condominiums, office buildings and high-tech research facilities (Landlord's Counsel)



Real Estate & Commercial Development



- Supermarket leases, including 50,000+ sq.-ft. leases and built-to-suit and retrofit-to-suit leases (Tenant's Counsel)
- Leases for 500,000+ sq.-ft. of industrial warehouse space (Landlord's Counsel)
- Leases for new stadium-seating theaters throughout the Southeast (Tenant's Counsel)