



# Daniel W. Hardwick

Co-Chair, Real Estate

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Dan is a widely respected real estate attorney and co-chair of Cozen O'Connor's Real Estate Practice Group. He leads real estate purchases and sales, joint ventures, leases, and financings on behalf of developers, owners, investors, and tenants. Dan's robust national practice involves a wide range of asset classes and property designations.

Dan is frequently tapped to represent significant corporate clients in their most complex real estate matters, from multiparty joint venture agreements to portfolio sales valued in the billions of dollars. But just as often, Dan represents well-managed middle-market firms on a growth trajectory and is known for skillfully guiding clients toward strategies that are efficient, practical, and streamlined.

When Dan joined Cozen O'Connor in 2013, he was the firm's first D.C.-based real estate attorney. Since then, he has led the successful effort to build what is now a dynamic, diversified, Chambers & Partners-ranked real estate team with comprehensive transactional capabilities.

Alongside his corporate practice, Dan serves as pro bono real estate counsel to local institutions such as the Washington School for Girls (WSG), an independent school dedicated to serving students and families from D.C.'s under-resourced 7th and 8th Wards. Dan is currently assisting with WSG's efforts to develop and lease a new three-story building that will unify the school under one roof and allow for expanded enrollment and programming.

Dan graduated from Michigan State University with a bachelor's degree in political theory and earned his law degree from the University of Notre Dame Law School. In law school, he was the production editor of the *Journal of Law, Ethics & Public Policy*.

## Experience

Served as counsel for a financial partner/investor in a joint venture to acquire two existing entities in the process of constructing and developing a pair of warehouse buildings with a combined square footage of approximately 780,000.

Represented Blue Lake Capital in its \$131 million acquisition of a large, multi-building apartment complex in the Arcadia Cove section of Phoenix, Ariz. The transaction involved a preferred equity investment by a third-party investor, a tenant-in-common ownership structure, and the assumption of two loans in the aggregate amount of \$88 million. The transaction drew on the experience of Cozen O'Connor's real estate, corporate, and tax attorneys.

Successfully closed the back-to-back sale and purchase of two large, multifamily properties in Georgia and North Carolina, both of which exceeded \$100 million. The combined transactions involved a 1031 exchange, tenancy in common issues, and various other complexities that had to be resolved on a compressed timeline and drew on the experience of the firm's real estate, tax, corporate, and bankruptcy attorneys.

Represented affiliates of Equus Capital Partners, Ltd. in the acquisition of a portfolio of industrial

## Practice Areas

- Real Estate
- Business

## Education

- Notre Dame Law School, J.D., 2000
- Michigan State University, B.A., 1997

## Bar Admissions

- District of Columbia
- Virginia

## Affiliations

- Urban Land Institute
- Washington School for Girls, Board of Trustees

## Awards & Honors

- Best Lawyers in America, 2019-2025

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properties throughout the Southeast and Sun Belt in a transaction valued in excess of \$900 million. The portfolio consists of 75 properties, covering approximately 5.4 million sq. ft. total, located in South Florida, Houston, Dallas, the Baltimore-Washington Corridor, Richmond, Atlanta, and Greenville, S.C. This representation included assisting Equus with a senior mortgage loan and a mezzanine loan originated by affiliates of New York investment bank Morgan Stanley for an aggregate amount of \$646.9 million.

Represented Arden Real Estate Partners III, L.P. and certain of its affiliates in the recapitalization of its ten million sq. ft. industrial portfolio valued at over \$700 million, and in its programmatic joint venture with the U.S. arm of Arcapita Group, a Bahraini-based institutional investor. This complex transaction involved 22 assets in multiple states and followed Shariah structure. The representation drew on the experience of the firm's real estate, corporate, and tax attorneys.

Represented affiliates of Equus Capital Partners, Ltd. in a multi-tiered transaction that included the sale of two portfolios of industrial assets totaling 88 properties throughout the Southeastern United States in a transaction with a value in excess of \$1 billion. As lead counsel our representation included negotiating, documenting, and closing the sale and purchase transactions establishing two new joint ventures with the real estate affiliates of the contract purchaser for the acquisition, ownership, and management of the portfolio, and negotiating the terms of and closing two single-asset CMBS loans originated by Goldman Sachs in the aggregate amount of \$686 million.

Represented a lender in connection with an \$11.5 million permanent financing loan secured by property located in Loudoun County, Va., which included due diligence regarding the collateralization of land ground leased to national tenants.

Represented the seller in connection with the sale of One Thomas Circle, a commercial office building in Washington, D.C., to a Germany-based fund for approximately \$115 million.

Represented a joint venture in connection with the financing of a mixed-use development project along the H Street Corridor in Washington, D.C.

Represented a real estate development firm in the refinancing of the 325-room Hilton Hotel at Penn's Landing in Philadelphia. Negotiations focused on a \$55 million mortgage and a \$20 million mezzanine loan had commenced shortly after the client transferred the hotel to a Hilton flag, which required the funding, preparation, and implementation of a Property Improvement Plan (PIP). This representation included negotiating the incorporation of the PIP into the refinance plan, as well as multi-party negotiations over the subordination agreement between the lenders and the independent manager.

Represented a publicly traded waste management company in the sale of substantially all of its assets, valued at approximately \$80 million, to a private equity fund. This complex transaction drew on the experience of the firm's corporate, tax, employee benefits and executive compensation, labor and employment, commercial litigation, real estate, and utilities, energy, and environmental attorneys.

Represented Attis Industries, Inc. (f/k/a Meridian Waste Solutions, Inc.) as borrower in connection with the closing of a Second Restated Credit and Guaranty Agreement by and among the company, its direct and indirect wholly owned subsidiaries, and Goldman Sachs Specialty Lending Group, L.P.

Represented a center for German culture and language in a lease transaction for space at 1701 14th Street in Washington, D.C.

Represented a publicly traded real estate investment trust in the sale of a 290,762 sq. ft. office building located at 2100 M Street, NW, Washington, D.C., for \$92 million.

Represented a joint venture in connection with its \$10.2 million acquisition of 41 L Street, SE,

Washington, D.C., from WMATA and a related \$43.2 million acquisition and construction loan.

Represented a Connecticut-based investment and advisory firm in its investment in a joint venture involving an opportunity zone fund transaction. The transaction drew on the experience of the firm's corporate, tax, and real estate attorneys.

Represented a private real estate investment company in the \$29 million sale of its ground leasehold interest in a large medical office building located in Rockville, Md.