



# Jon S. Ziefert

## Member

### New York, Santa Monica

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#### Practice Areas

- Real Estate
- Real Estate Development
- Real Estate Finance
- Condominiums & Cooperatives
- Real Estate Leasing

#### Education

- Rutgers University School of Law—Newark, J.D., *high honors*, 1994
- Columbia College, Graduate School of Architecture, M.S., 1991
- Columbia University, Columbia College, B.A., 1989

#### Bar Admissions

- New York
- California
- New Jersey

Jon represents private equity funds, developers, and operators involved in complex real estate investment, financing, and development transactions. He brings three decades of experience assisting both domestic and international clients, guiding them through the acquisition, financing, development, leasing, and disposition of office buildings, multifamily apartment projects (including cooperatives and condominiums), shopping malls, industrial properties, hotels, film and television studios, and mixed-use complexes. He also advises on the structuring and formation of joint ventures, equity investment vehicles, leases, construction loans, and development and property management agreements.

Prior to joining the firm, Jon was special counsel with a New York City-based firm. He also served as a member of the Real Estate Editorial Advisory Board of Law360 and as a lecturer at the Practising Law Institute (PLI).

Jon received his J.D., with high honors, from Rutgers University School of Law, his M.S. in real estate development from the Graduate School of Architecture, Planning and Preservation from Columbia University, and his B.A. in American history from Columbia College, Columbia University.

#### Experience

Representation of various cooperative corporations and condominium boards in connection with corporate governance, mortgage financings, construction and property management agreements, and leasing matters, including 795 Fifth Avenue (The Pierre), 417 Park Avenue, Lincoln Plaza Condominium, and The Ritz-Carlton Residences at Battery Park.

Represented Reagan Outdoor Advertising in the acquisition of Fairway Outdoor's billboard assets in Indianapolis, Chattanooga, Tenn., and Rochester, Minn. Reagan acquired nearly 5,300 displays across the three markets, enhancing its position as one of the largest outdoor advertising companies in the United States.

Representation of a large institutional investment manager in the formation and management of a programmatic joint venture for the acquisition and development of single-family homes for rent in target markets throughout the United States, and multiple portfolio-level revolving credit facilities and asset-level mortgage financings relating to same in excess of \$1 billion.

Representation of the developers of a 65+-acre parcel of waterfront property in connection with a long-term ground lease from the New York City Economic Development Corporation and a long-term sublease to Equinor US for a staging and operations/maintenance facility for one of the largest offshore wind project in the Eastern United States.

Represented a privately held REIT in connection with the restructuring and sale of 49 percent of the indirect interests in a \$1 billion trophy asset in Washington, D.C., to a consortium of South Korean investors.

Representation of the cooperative corporation that owns The Pierre and residences in New York City in connection with general corporate matters and issues relating to the management of The Pierre by Taj Hotels.

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Represented the Dermot Company as developer in a ground lease with the New York City Economic Development Corporation and an EB-5 construction financing for a boutique hotel in lower Manhattan.

Represented a private investment fund managed/advised by JPMorgan Investment Management Inc. in a series of related joint ventures for the acquisition, development, and financing of mixed-use development projects in Atlanta, Ga., and Nashville, Tenn., and related construction financings in excess of \$500 million.

Represented a private investment fund in a joint venture/acquisition of an approximately 1,000-unit affordable housing complex in the Bronx, NY.

Represented a hospitality investment and management company in connection with the purchase of, mortgage, and mezzanine debt financing for, and franchise and management agreements with respect to, a DoubleTree-branded hotel in Tampa, Fla.

Represented a foreign asset management company in connection with the purchase of senior and junior mezzanine loans secured by equity interests in the Four Seasons Maui at Wailea hotel and the negotiation of an intercreditor agreement with an affiliate of Credit Suisse as mortgage lender.

Represented a fund managed by JPMorgan Investment Management, Inc. in connection with a recapitalization/joint venture with a large private equity fund and developer of a 400,000+ sq. ft. shopping center in Santa Barbara, Cal.

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