

Real Estate Finance

The attorneys of Cozen O'Connor's Real Estate Finance Practice represent lenders (regional and national commercial banks, investment banks, mortgage REITs, insurance companies, specialty finance companies, and private equity and opportunity funds) and borrowers (owners, commercial and residential developers and operators, REITs, and other institutional owners, and investors) in complex financing transactions involving commercial, retail, residential, and industrial real estate. We have experience with the origination, acquisition, and disposition of whole loans and interests in loans; formation of joint ventures, general and limited partnerships, limited liability companies, business trusts, and other investment vehicles; and creation of credit facilities with complex terms, including multiple interest rate options, foreign currency exchanges, interest rate protection products, and other derivatives.

Now more than ever, counsel on the cutting edge is essential. No matter how challenging or volatile the marketplace, the requisites for providing superior real estate counsel remain unchanged: technical knowledge, negotiating skill, and business savvy. Cozen O'Connor is regularly involved in some of the nation's largest real estate transactions, so our technical understanding of the latest in deal structure, regulation, profitability, leverage, and liability protection is second to none. And because we conduct high-stakes negotiations on behalf of both lenders and borrowers, we have real insight into the competing needs and interests of all parties. We are often able to identify unforeseen points of leverage that can give our clients a decisive advantage.

Perhaps most importantly, our lawyers understand not only the law but also the business of real estate. Striking this balance is particularly critical in an environment of economic uncertainty and fluctuating interest rates. Many of our attorneys have advanced training in mathematics, science, accounting, and finance, which enables us to grasp the financial concepts and formula behind every real estate deal. And we have the practical experience to understand how theoretical contract provisions are likely to play out in the real world. Beyond just servicing the deal, we make sure to service the broader corporate mission.

SERVICES

- Arrange permanent and bridge financings
- Handle sale leaseback financings
- Advise on preferred equity investments
- Set up mezzanine and A/B tiered structures
- Arrange construction financings and build-to-suit structures
- Lead capital market financings
- Conduct syndication, participation, and co-lending transactions
- Finance like-kind exchanges
- Handle credit-enhanced transactions

Experience



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Related Practice Areas

- Business
- Condominiums & Cooperatives
- Distressed Real Estate
- Real Estate
- Real Estate Litigation
- Zoning, Land Use & Development

Industry Sectors

- Real Estate & Construction