



Frederick L. Klein

Partner

HEAD, WASHINGTON, DC REAL ESTATE PRACTICE

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Fred Klein helps real estate and finance clients solve problems, structure and close complex real estate transactions and manage risk.

Fred represents construction and permanent lenders, life insurance companies, pension funds and offshore, local and national developers and investors on transactions, development projects, real estate finance and workouts. His clients include owners, operators and developers of office, multifamily, retail, hotels, manufactured housing and student housing in major markets and in more than 25 states.

Fred has represented:

- German, Dutch, Italian, Swiss and Japanese investors in both debt and equity transactions
- Landowners, developers and lenders in ground lease and air rights transactions (including ground lease disputes), in the District of Columbia and elsewhere
- Borrowers and lenders in workouts and restructurings involving complex loan structures
- Purchasers and sellers of distressed debt

RELATED SERVICES

- Real Estate
- Corporate
- Finance
- Real Estate Finance
- Mergers and Acquisitions
- Real Estate Development and Planning
- Insurance and Reinsurance Disputes

RELATED SECTORS

- Insurance
- Real Estate

EXPERIENCE

- Real Estate Finance – Borrowers: Major owners of government and private sector leased office buildings on more than 40 construction and permanent loans. Clients have included off shore investors and national REITs, and other operators
- Real estate Finance – Lenders: Life insurance companies and banks on construction and permanent loans in more than 20 states. Fred serves as primary counsel in the mid Atlantic region to a bank that has recently made more than US\$2 billion in mortgage loans
- Distressed Debt/Workouts – Fred regularly represents banks and borrowers on distressed loans and investors who have purchased distressed debt, including mortgage and mezzanine debt
- Purchase and Sale – Fred represents purchasers and sellers of large assets (office, multi family, retail, student housing, hotels and other property types), and recently represented the owner of a 1.4 million square foot office building in

Washington, DC, in a highly structured sale to institutional investors. Clients include off shore investors (including several prominent German open-end funds), public REITs, private equity funds and hedge funds

- Equity Investments – Fred represents several investment funds (including a fund whose investors are primarily labor unions) on joint ventures for the development and acquisition of office, multi-family, condominium, student housing and other investments
- Development – Fred has structured complex ground leases, air rights developments and mixed use projects during his entire career. He has also been involved in disputes involving ground leases

CREDENTIALS

Admissions

- District of Columbia

Clerk Experience

- Law clerk for the US Court of Appeals for the Fifth Circuit

Recognitions

Chambers USA has selected Fred as one of America's leading real estate lawyers. Clients have said they "feel well represented by him," have praised his "smart and even-tempered approach," and described him as someone "who knows how to get the deal done while being caring and efficient." Sources told *Chambers & Partners* that he is "among the most well regarded transactional attorneys in the DC area." One client commented that he is "one of my go-to people if I have a sticky questions." "Clients say they 'don't know of a more connected lawyer than him,' describing him as 'responsive, hard-working and savvy.'" A "[t]ireless, excellent lawyer," Fred is "a wonderful guy" who "is considered by peers to be 'a deal-oriented lawyer.'"

Education

- J.D., University of Miami 1979
cum laude
Articles and Comments Editor, *University of Miami Law Review* (1978 – 1979)
- A.B., Duke University 1976

Courts

- United States Court of Appeals for the Eleventh Circuit
- United States Court of Appeals for the Fifth Circuit

Memberships

- Fellow, American College of Real Estate Lawyers
- Fellow, American College of Mortgage Attorneys
- Member, AFIRE (Association of Foreign Investors in Real Estate), and former General Counsel
- Member, Board of Directors of The National Theatre
- Member, Board of Directors of Children's Law Center
- Member, Board of Directors of Urban Ecosystem Restorations, Inc.

Teaching Experience

- Guest lecturer, Massachusetts Institute of Technology Center for Real Estate, 2005 – 2009

- Guest lecturer, Georgetown University, McDonough School of Business, 2006 – 2013
- Guest lecturer, Georgetown School of Continuing Studies, 2018 - 2019

INSIGHTS

Publications

DC becomes latest US jurisdiction proposing to increase its costly transfer taxes

20 MAY 2019

The transfer tax rate in DC would exceed Virginia's by almost a factor of 10.

- Co-author, "Enforcing Real Estate Agreements in the Court System," appearing in the *Guide To US Real Estate Investing (Third Edition)*, published by the Association of Foreign Investors in Real Estate, Spring 2017
- Co-author, "Foreign Investment in US Real Estate – Now More than Ever," presented at the annual meeting of the American College of Real Estate Lawyers, October 8, 2016, reprinted from ALI CLE's *The Practical Real Estate Lawyer*, January 2017
- Co-author, "By the Way, What About the Post-Closing Credit Enhancement?," *Probate and Property, American Bar Association*, May/June 2016. This article received the ABA Section of Real Property, Trust and Estate Law's Probate & Property magazine's 2016 Excellence in Writing Award as the "Best Practical Use" article
- Co-author, District of Columbia chapter, *The Property Tax Deskbook*, published by the American Bar Association (2015 Edition)
- Co-author, "Uh Oh! Does My Purchase and Sale Agreement Cover These Points," *Real Property, Trust and Estate Law Section, American Bar Association*, 2014

Events

- Presenter, "Purchase and Sale Agreements: Can You Get What You Need?" Maryland Bar 2017 Advanced Real Property Institute (September 28, 2017)
- Presenter, "Did You Really Think You Could Walk Away? When is a Letter of Intent a Binding Contract?," presentation for the American College of Real Estate Lawyers (May 9, 2017)
- Speaker, "Issues for Foreign Investors Seeking US Real Estate," webinar sponsored jointly by the American Bar Association Section of Real Property, Trust & Estate Law and the American College of Real Estate Lawyers (February 1, 2017)
- Presenter, "Foreign Investment in US Real Estate," at the annual meeting of the American College of Real Estate Lawyers, New York City (October 8, 2016)
- Panelist in a webinar, "Reps and Warranties in Purchase and Sale Agreements – You Can't Always Get What you Want, but Can you Get What You Need?" co-sponsored by the ABA Section of Real Property, Trust & Estate Law and the American College of Real Estate Lawyers (July 13, 2016)
- Presenter, "Real Estate Purchase and Sale Agreements: Don't Forget to Cover These Points," The ABA Section of Real Property, Trust & Estate Law (June 3, 2015)
- Presenter, "Current Issues in Purchase Agreements," American College of Real Estate Lawyers, Vancouver, BC (October 25, 2013)
- Panelist, "Transactional Lawyering: Theory, Practice and Pedagogy," American University, Washington College of Law, Washington, DC (April 5, 2013)
- Moderator, "Distressed Real Estate Investments," DLA Piper Global Real Estate Conference, Tel Aviv, Israel (February 4, 2013)

NEWS

DLA Piper lawyers and practices were highlighted in the 2017 directory of Who's Who Legal

22 DEC 2017

DLA Piper is pleased to announce *Who's Who Legal* designated us as both the Real Estate Firm of the Year and the Franchise Firm of the Year for 2017.

MEDIA MENTIONS

- "Hangin' With Mr. Klein," *Real Estate Bisnow (DC)*, February 6, 2013

PRO BONO

Fred has represented the Capital Area Food Bank, Martha's Table, the Susan G. Komen Breast Cancer Foundation, the Fishing School, the International Graduate University (IGU) and other entities in connection with pro bono matters.