



Real Estate Asset Management

Active asset management is key to ensuring that your average rents and overall yields continue to rise, that vacancy rates remain low and that that you are able to achieve your desired tenant mix.

An effective real estate strategy must be integrated with business operations. It must enhance flexibility while diminishing cost and risk and, where appropriate, release capital for the business. Our knowledge of our clients' businesses as well as the underlying legal issues they face is key to our advice to any organisation which needs to buy, sell, manage or lease land or buildings.

In recent years we have seen a move towards more collaborative working between landlords and tenants. In line with this trend our preferred approach is to prepare documents on a "middle line" basis, incorporating key tenant requirements, speeding transactions and reducing cost.

CAPABILITES

Acquisition and disposal

Our multidisciplinary group is experienced in the increasingly complex aspects of real estate transactions for all property types. In many acquisition and disposal matters, we consider complex tax, accounting, and securities issues on behalf of our clients. Our critical mass of lawyers facilitates timely completion of substantial due diligence projects for large portfolio transactions.

Leasing

We represent a broad range of building owners and property managers - from single-asset holders to international real estate funds - in negotiating leases, subleases, assignments, management agreements, and all other lease-related transactions.

Dispute resolution

Disputes can arise in even the most carefully managed portfolios. By working with you from the start to assess strengths and weaknesses, we can develop strategies to avoid disputes, minimize uncertainty and take a pragmatic view of disputes with tenants and neighbouring land owners, providing clients with workable solutions. Where we are unable to negotiate a solution, we use the most cost effective and appropriate dispute

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- Mergers and Acquisitions
- Tax

RELATED SECTORS

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- Healthcare
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- Technology

resolution mechanisms to achieve successful outcomes.

EXPERIENCE

- Advising AECOM Group on its real estate requirements in the US, Europe, the Middle East and Asia Pacific.
- Advising Motorola Solutions on all its real estate requirements in Europe, the Middle East and Asia.
- Advising Burberry in the UK, Belgium, the Netherlands, Czech Republic, Hungary, Hong Kong, Russia, Croatia, Poland, Serbia, Slovakia and Australia on its real estate matters including the acquisition of stores, relocation to its new head office and disposals of surplus property.
- Advising Pfizer on its global corporate occupier needs encompassing all leasing work and disposals, including the recent sale of its European R&D facility in Kent, UK.
- Advising Starbucks on the development, construction, financing and lease of its EMEA coffee roasting plant and EMEA corporate headquarters in Amsterdam.
- Acting for Kraft on a variety of real estate matters across Europe, including office leasing in Spain and the sale and leaseback of offices in Norway.

INSIGHTS

Publications

Australian Government Real Estate Measures for Commercial Tenancies (as at 2 April 2020)

3 April 2020

The Australian Federal and State Governments have been actively examining the commercial and residential leasing markets in light of the effect that COVID-19 is having on landlords and tenants. The developments in these areas, and the Government responses are fast moving and will change, but the current approach is outlined.

The real estate market in 2019 and what the future may hold: The view from Los Angeles

10 January 2020

Reflecting on the real estate trends and market developments seen over the last 12 months.

PropTech in the United States – where we're heading

Part II: Real estate security tokens - potential challenges, potential benefits

4 September 2019

PROPTech INSIGHTS

Real estate tokens offer a more efficient capital-raising process and more efficient management of investments, but at present there are legal and regulatory challenges.

PropTech in the United States – where we're heading

Part 1 - Blockchain-based smart contracts and transaction automation

25 July 2019

PROPTech INSIGHTS

Smart contracts facilitate automation, certainty, and efficiency. But they also present a challenge to the existing legal framework.

Congress finalizes CFIUS reform bill to broaden national security reviews of foreign investments

25 JUL 2018

A summary of the major changes FIRRMA presents to the CFIUS review process.

NEWS

DLA Piper advises Bessemer Venture Partners in Series B financing of Spruce

22 May 2020

DLA Piper advised Bessemer Venture Partners in the Series B financing of New York-based real estate technology company Spruce.

DLA Piper lawyers and practices ranked in latest Chambers edition

8 May 2020

DLA Piper today announced that the firm received 171 lawyer rankings and 71 practice rankings in *Chambers USA's* 2020 guide.

DLA Piper advises Sabey Data Centers in its US\$800 million issuance of securitized notes

1 May 2020

DLA Piper represented Sabey Data Centers, a privately owned multi-tenant data center owner, developer and operator, in its inaugural issuance of US\$800 million in securitized notes.

DLA Piper announces partnership promotions for 2020

30 April 2020

DLA Piper is proud to announce that 67 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2020 in the United States and May 1, 2020 for EMEA and Asia Pacific. The promotions have been made across many of the firm's practice areas in 35 different offices throughout 13 countries.

Across the firm's practices globally, Corporate saw the largest intake of new partners with 19 promotions, followed by Litigation and Regulatory with 15. Intellectual Property and Technology and Finance and Projects had ten and eight promotions respectively, while there were six in Real Estate. Tax and Employment both had four, and there was one in Restructuring.

DLA Piper lawyers named Acritas Stars

10 March 2020

Acritas has named over 200 DLA Piper lawyers as 2020 Acritas Stars. Now in its fourth year, Acritas Stars highlights the stand-out lawyers in private practice as nominated by clients around the world. More than 3,000 senior in-house counsel feed into the nomination process to give a comprehensive view of highly recommended lawyers across the globe.

DLA Piper announces new office and practice group leadership

9 March 2020

DLA Piper is pleased to announce several recent changes to the firm's US office and practice group leadership.

Matthew Alshouse joins DLA Piper's Real Estate practice in Chicago

24 JAN 2020

DLA Piper announced today that Matthew Alshouse has joined the firm's Real Estate practice as a partner in the Chicago office.

DLA Piper advises Phil Ruffin in closure of US\$825 million acquisition of Circus Circus

24 December 2019

DLA Piper represented real estate investor and Treasure Island owner Phil Ruffin in the recent closure of a US\$825 million acquisition of MGM Resorts International's Circus Circus hotel and casino property located on the Las Vegas Strip.

DLA Piper advises Hahn Group on sale of Campus Center Lübeck

18 December 2019

DLA Piper has advised Hahn Group on the sale of Campus Center Lübeck to real estate investment manager Nuveen Real Estate, which acquired the property for its German core retail platform.

Lynn Cadwalader named a *Law360* Hospitality MVP

2 December 2019

DLA Piper is pleased to announce that Lynn Cadwalader has been named a 2019 *Law360* Hospitality MVP.

DLA Piper achieves victory for Maryland Reclamation Associates

6 November 2019

DLA Piper recently achieved a victory for its client, Maryland Reclamation Associates, Inc. (MRA), in a case filed against Harford County, Maryland.

DLA Piper advises Phil Ruffin in US\$825 million acquisition of Circus Circus from MGM

16 October 2019

DLA Piper represented real estate investor and Treasure Island owner Phil Ruffin in the US\$825 million acquisition of MGM Resorts International's Circus Circus hotel and casino property located on the Las Vegas Strip.

DLA Piper partner Genève DuBois named to the *Daily Business Review's* Florida Trailblazers list

8 October 2019

DLA Piper is pleased to announce that Genève DuBois, a partner in the firm's Real Estate practice, has been named to the *Daily Business Review's* 2019 Florida Trailblazers list.

Jarrid King joins DLA Piper's Real Estate practice in New York

7 October 2019

DLA Piper announced today that Jarrid King has joined the firm's Real Estate practice as a partner in the New York office.

DLA Piper's Real Estate Occupiers team advises Vince Group on first UK retail store opening

30 September 2019

Global law firm DLA Piper has advised Vince Group UK Ltd (Vince), a subsidiary of Vince LLC, the New York based global luxury apparel and accessories brand, on the acquisition of leasehold premises in London.

CRE executives cautiously optimistic: DLA Piper's 2019 *State of the Market Survey*

24 September 2019

Despite concerns about a possible recession and the impact of global trade conflict, commercial real estate (CRE) executives are cautiously optimistic about the US CRE market over the next 12 months, according to DLA Piper's 2019 Global Real Estate *State of the Market Survey*.

CRE executives cautiously optimistic: DLA Piper's 2019 *State of the Market Survey*

24 Sep 2019

Despite concerns about a possible recession and the impact of global trade conflict, commercial real estate (CRE) executives are cautiously optimistic about the US CRE market over the next 12 months, according to DLA Piper's 2019 Global Real Estate *State of the Market Survey*.

DLA Piper advises Clutter on its US\$152 million acquisition of the New York real estate portfolio of The Storage Fox

23 September 2019

DLA Piper represented Clutter, an on-demand a tech-enabled storage company that manages the pickup, storage and retrieval of customers' belongings, in its US\$152 million acquisition of the New York-based real estate portfolio of The Storage Fox.

Cara Nelson named to Massachusetts Lawyers Weekly's 2019 Top Women of Law

2 August 2019

DLA Piper is pleased to announce that Cara Nelson has been named as one of the 2019 Top Women of Law by *Massachusetts*

Vivek Chavan joins DLA Piper's Real Estate practice in Northern California

3 July 2019

DLA Piper announced today that Vivek Chavan has joined the firm's Real Estate practice as a partner in Northern California, based out of the San Francisco office.

Mike Bedke receives 2019 Medal of Honor Award from The Florida Bar Foundation

28 June 2019

Mike Bedke, a DLA Piper Real Estate partner in the firm's Tampa and Miami offices, was one of two lawyers to receive the 2019 Medal of Honor Award from The Florida Bar Foundation.

DLA Piper's Thanos Matthai receives the American Bar Association's 2019 On The Rise - Top 40 Young Lawyers Award

28 June 2019

DLA Piper is pleased to announce that Boston-based associate Thanos Matthai has been selected by the American Bar Association for a 2019 On The Rise – Top 40 Young Lawyers Award.

DLA Piper receives Real Estate and Franchise *Who's Who Legal* awards, Jay Epstein named Real Estate Lawyer of the Year

20 MAY 2019

DLA Piper is pleased to announce that *Who's Who Legal* has designated the firm as its Real Estate Firm of the Year and Franchise Firm of the Year, both for the 15th consecutive year.

DLA Piper announces launch of Artificial Intelligence practice

14 MAY 2019

DLA Piper announced today the launch of its Artificial Intelligence practice, which will focus on assisting companies as they navigate the legal landscape of emerging and disruptive technologies, while helping them understand the legal and compliance risks arising from the creation and deployment of AI systems.

DLA Piper advises Shorenstein in purchase and financing of office, retail and parking at MiamiCentral Station

13 MAY 2019

DLA Piper represented Shorenstein in the purchase and financing of the 2MC North Office Element and the 3MC Office, Retail and Parking Elements within MiamiCentral Station, a nine-acre mixed-use railroad station development complex known as Virgin MiamiCentral in downtown Miami.

DLA Piper advises Greenland Atlantic Yards in joint venture with Brodsky Organization

9 MAY 2019

DLA Piper represented affiliates of Greenland Atlantic Yards, the developer of the 22-acre development known as Pacific Park in Brooklyn, New York, in a joint venture with the Brodsky Organization to develop a US\$640 million, 800,000-square-foot, 500-plus foot tall multi-use tower at 18 Sixth Avenue.

DLA Piper advises the International Center of Photography on the sale of its 250 Bowery location and the acquisition of its new location at Essex Crossing

8 MAY 2019

DLA Piper represented the International Center of Photography (ICP) in connection with the sale of its 250 Bowery location, and the acquisition of its new location at Essex Crossing on the Lower East Side of Manhattan.

Jeff Diener joins DLA Piper's Real Estate practice in San Francisco

3 MAY 2019

DLA Piper announced today that Jeff Diener has joined the firm's Real Estate team as a partner in San Francisco.

DLA Piper lawyers and practices ranked in latest Chambers edition

30 APR 2019

DLA Piper today announced that 158 of the firm's lawyers and 64 of its practices were ranked in *Chambers USA's* 2019 guide.

DLA Piper lawyers and practices ranked in latest Chambers edition

30 APR 2019

DLA Piper today announced that 158 of the firm's lawyers and 64 of its practices were ranked in *Chambers USA's* 2019 guide.

DLA Piper advises the New York County Lawyers Association on sale of current headquarters at 14 Vesey Street and lease for new headquarters at 28 Liberty

18 APR 2019

DLA Piper represented the New York County Lawyers Association (NYCLA) in connection with the sale of its current headquarters at 14 Vesey Street and its new lease at 28 Liberty Street.

DLA Piper announces partnership promotions for 2019

1 APR 2019

DLA Piper is proud to announce that 77 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2019 in the United States and May 1, 2019 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 43 different offices throughout 20 countries.

DLA Piper releases thought-provoking report on the future of Real Estate

26 MAR 2019

Today's publication release follows a roundtable discussion hosted by DLA Piper and Cloudscrapers Exchange, attended by CEOs and senior professionals from major real estate companies.

Non-resident real estate investors bullish on Capital Gains Tax changes

19 MAR 2019

Non-resident real estate investors are holding their nerve on UK investment strategies despite impending capital gains tax (CGT) changes coming into force next month and uncertainty around Brexit. According to a DLA Piper report, more than half (58 percent) of those polled expect the new tax code will have no impact on their investment strategy.

DLA Piper announces launch of Blockchain and Digital Assets practice

26 FEB 2019

DLA Piper announced today the launch of its Blockchain and Digital Assets practice, which will offer strategic advice on a global basis to address the needs of companies implementing blockchain technology solutions and creating and deploying digital assets.

DLA Piper's Global Real Estate Annual *State of the Market Survey*

14 FEB 2019

According to DLA Piper's Global Real Estate's Annual *State of the Market Survey*, a significant shift in cross-border investment in US commercial real estate is taking place, with a new country predicted to become the major source of non-US capital for US commercial real estate.

DLA Piper Partner Jerold Neuman installed as board chair of the Los Angeles Area Chamber of Commerce

1 FEB 2019

DLA Piper is pleased to announce that Jerold "Jerry" Neuman, a Real Estate partner in the firm's Los Angeles office, was installed as the 2019 Chair of the Board of the Los Angeles Area Chamber of Commerce at the organization's 2019 Inaugural Dinner.

Jerold Neuman to be installed as board chair of the Los Angeles Chamber of Commerce

31 JAN 2019

DLA Piper is pleased to announce that Jerold "Jerry" Neuman will be installed this evening as the 2019 Chair of the Board of the

Los Angeles Area Chamber of Commerce.

DLA Piper announces launch of PropTech practice

23 JAN 2019

DLA Piper announced today the launch of its PropTech practice, which will enable the firm to better advise clients working at the intersection of the Real Estate and Technology sectors and further the firm's mission as the leading global business law firm.

Fonda Duvanel joins DLA Piper's Real Estate practice in New York

3 DEC 2018

DLA Piper announced today that Fonda Duvanel has joined the firm's Real Estate practice as of counsel in New York.

Chris M. Smith joins DLA Piper's Real Estate practice in New York

1 NOV 2018

DLA Piper announced today that Chris M. Smith has joined the firm's Real Estate practice as a partner in New York. He will serve as co-chair of the New York Real Estate practice.

DLA Piper advises ASB Real Estate Investments in the US\$194.5 million sale of 400 Madison Avenue

30 OCT 2018

DLA Piper represented ASB Real Estate Investments (ASB) in the recent sale of 400 Madison Avenue, a 180,000-square-foot office building near New York City's Grand Central Station, for US\$194.5 million to Daishin Securities.

DLA Piper further expands UK Construction team

30 AUG 2018

Global law firm DLA Piper has been joined by leading construction and infrastructure partner Sarah Thomas, along with four other lawyers.

Mike Bedke awarded Florida Bar Association service award

22 JUN 2018

Mike Bedke, a Real Estate partner in the DLA Piper Miami office, was awarded the John Arthur Jones Annual Service Award by the Florida Bar Association's Real Property, Probate and Trust Law section (RPPTL).

DLA Piper Africa welcomes Zimbabwe member firm

19 JUN 2018

DLA Piper Africa has announced that leading Zimbabwean law firm, Manokore Attorneys, is joining as the member firm in Zimbabwe.

DLA Piper represents W.P. Carey in merger with Corporate Property Associates 17

18 JUN 2018

DLA Piper represented W.P. Carey Inc. (NYSE: WPC), a publicly-traded, net lease REIT, in connection with its entry into a merger agreement with Corporate Property Associates 17 — Global Incorporated, a publicly-held, non-traded REIT.

DLA Piper advises on redevelopment of Cook County Hospital building in Chicago

31 MAY 2018

DLA Piper represented Chicago real estate firms Murphy Development, Walsh Investors and MB Real Estate and Canada-based Plenary Group in connection with the redevelopment of the Old Cook County Hospital building as the first phase of a multi-phase development.
