

## COMMERCIAL REAL ESTATE

### OVERVIEW

The real estate lawyers at BCLP bring a multidisciplinary approach to the unique challenges faced by clients in the real estate industry. We partner with clients and work as a collaborative team to find solutions to the sophisticated legal and business issues associated with complex commercial real estate transactions.

We have significant experience negotiating from both sides of the table, involving virtually every asset class including office, multifamily/built to rent, hospitality, retail, industrial and mixed-use properties. We are adept at handling all types of transactions, large and small, including the structuring and negotiation of sophisticated joint ventures and project financing.

Our extensive track record, combined with broad industry knowledge, gives us valuable insights into the needs of our clients, helping us identify and create optimum deal structures that minimize risk and maximize return. The depth and geographic reach of our group makes BCLP an ideal choice when it comes to taking your commercial real estate project from concept to reality. We regularly assist clients with all their real estate needs including:

- Acquisition and disposition transactions
- Lease negotiations
- Equity and debt investments
- Development projects
- Joint venture arrangements
- Construction projects
- Management and operational needs
- REIT acquisitions
- Financing transactions
- Zoning and land use planning

- Mortgage and mezzanine loans
- Project finance and municipal incentives

## MEET THE TEAM



### **Andrew E. Auerbach**

Partner and Regional Leader - Global  
Real Estate, New York

[andrew.auerbach@bclplaw.com](mailto:andrew.auerbach@bclplaw.com)

+1 212 541 1232



### **James G. Buell**

Partner and Practice Group Leader -  
Commercial Real Estate US, St. Louis

[jim.buell@bclplaw.com](mailto:jim.buell@bclplaw.com)

+1 314 259 2373



### **Henry Ranchon**

Partner and Practice Group Leader -  
Real Estate France, Paris

[henry.ranchon@bclplaw.com](mailto:henry.ranchon@bclplaw.com)

[+33 \(0\) 1 44 17 77 62](tel:+332144177762)



## **Richard Davies**

Country Managing Partner, Head of  
Construction Disputes, Abu Dhabi /  
Dubai

[richard.davies@bclplaw.com](mailto:richard.davies@bclplaw.com)

[+971 2 652 0330](tel:+97126520330)



## **Andrew MacGeoch**

Partner and Head of Asia Real Estate &  
Infrastructure Group and Global Co-  
Head of Hospitality & Leisure Group,  
Singapore / Hong Kong SAR

[andrew.macgeoch@bclplaw.com](mailto:andrew.macgeoch@bclplaw.com)

[+65 6571 6625](tel:+6565716625)



## **Roland Fabian**

Of Counsel Berlin  
[Roland.fabian@bclplaw.com](mailto:Roland.fabian@bclplaw.com)

+49 (0) 69 970 861 252

### **RELATED PRACTICE AREAS**

- Real Estate Finance
- Real Estate Tax
- Construction Disputes
- Real Estate Sector
- Build to Rent/Multifamily
- Corporate Occupiers & Tenants
- Real Estate Healthcare
- Hotels and Hospitality
- Logistics & Industrial
- Real Estate Retail
- Redevelopment
- Student Accommodation
- Asset Management

### **EXPERIENCE**

#### **€450 MILLION ACQUISITION OF A LOGISTICS PORTFOLIO WITH 30+ PROPERTIES**

Location: Germany and Netherlands

Acted for a group of institutional investors on a complex joint venture with the Garbe Group for the acquisition of 34 industrial logistics properties located throughout Germany and the Netherlands for €450 million. The deal was widely reported to be the most complex industrial real estate transaction in Germany of 2016.

#### **DEVELOPMENT AND FINANCING FOR ONE OF THE LARGEST HOTEL AND CASINO COMPLEXES IN THE US**

Location: US, Oklahoma

Advised a real estate opportunity fund in a joint venture on the development of a 400-room hotel in Oklahoma and the related financing for the expansion of an adjacent gaming facility operated by a

federal Indian tribe, which is now one of the largest casino complexes in the US.

## AED500 MILLION ACQUISITION AND DEVELOPMENT IN ABU DHABI

Location: UAE

Advised in relation to the AED500 million acquisition and development of two plots of land at Al Raha Beach, Abu Dhabi, as residential and commercial towers.

## ALL REAL ESTATE MATTERS FOR ONE OF THE LARGEST MULTIFAMILY REITS IN THE US

Location: US, Nationwide

Represent AIMCO, one of the largest multifamily REITs in the US, as lead counsel in connection with the acquisition, disposition, new construction development and rehabilitation of multifamily residential apartment complexes throughout the country.

## TROPHY ASSET ACQUISITION IN BERLIN

Location: Germany, Berlin

Advising Allianz Real Estate on the purchase of the office building Stettiner Carré in Berlin from Global Asset Capital for €210 million.

## ACQUISITION AND FINANCING OF 14 SKI RESORTS ACROSS NORTH AMERICA, THE LARGEST IN HISTORY

Location: US and Canada

Represent a New York-based private equity fund and its affiliates in connection with various real estate transactions, including sophisticated joint venture arrangements, equity and debt investments, developments, sales, financings and restructurings. We have closed approximately 25 transactions for this client in the past year alone covering many asset classes, such as residential, hotel, office, retail, healthcare and gaming – the highest profile being the acquisition and financing of a portfolio of 14 ski resorts across the US and Canada, the largest single ski resort transaction in the history of the sport.

## ADVISING MULTI-NATIONAL ORGANISATIONS ON THEIR HQ OFFICE LEASES

Location: Nationwide

We advise Toyota Bank, Procter & Gamble, Motorola, Alfa Bank, Saint-Gobain, Kimberly-Clark, Philips, Volkswagen, and many others on national HQ office leases.

## **\$4.9 BILLION ATLANTIC YARDS PROJECT, FUTURE HOME OF THE NEW JERSEY NETS BASKETBALL TEAM**

Location: US, New York

We represent the Empire State Development Corporation in connection with the environmental review and other public approvals for the \$4.9 billion Atlantic Yards Project, which will include an 18,000 seat arena (the future home of the New Jersey Nets basketball team) and 16 other residential and commercial buildings comprising 7 million sq ft of development on a 22-acre site in Brooklyn, New York.

## **1.8 MILLION SQ. FT REDEVELOPMENT OF BIRMINGHAM TOWN CENTRE**

Location: UK, Birmingham

Advising on the Paradise Circus regeneration scheme, comprising 1.8 million sq ft of offices, commercial, civic, retail, leisure and hotel space. We advised Hermes on the formation of the initial joint venture between Hermes and Birmingham City Council, and subsequently the joint venture between Hermes and Canada Pension Plan Investment Board. We have also advised on construction matters, tax in relation to the joint venture, discrete planning issues, and pre-lets.

## **DEVELOPMENT AND FINANCING FOR ONE OF THE LARGEST SOLAR PROJECTS IN THE US**

Location: US, California

Represent Sempra Energy, an American natural gas utilities holding company based in San Diego, California, in connection with the Mesquite Solar project (one of the largest such projects in the US), including the development of new Phases 4 and 5, U.S. Department of Energy financing issues, and Federal Energy Regulatory Commission approvals. The deal value will be approximately \$2 billion upon completion of all five phases of the project.

## **ACQUISITION OF FASHION PROPERTIES IN CALIFORNIA**

Location: US, California

Represented a New York-based real estate investment firm as buyer/developer in connection with the acquisition of two adjacent retail properties in Santa Monica, CA, currently occupied by a world famous fashion retailer.

## **WEMBLEY PARK'S £3 BILLION REGENERATION**

Location: UK, London

We have advised Quintain on the development of their large mixed use development at Wembley for many years, advising on joint ventures, acquisitions, disposals, development and investment leases, housing, planning, development, contracts, property finance, infrastructure and regeneration, company, intellectual property and taxation. We are currently advising Quintain subsidiary, Tipi, on the build-to-rent aspects of the development.

## US REAL ESTATE COUNSEL TO FORTUNE 500 COMPANY

Location: US, Nationwide

Advise a Fortune 500 manufacturer of electronic and electrical equipment on various acquisitions, disposals, development and leasing transactions involving facilities throughout the US.

## ADVISING UK'S LEADING STUDENT ACCOMMODATION PROVIDER

Location: UK, Nationwide

We advise Unite Students, who have over 50,000 beds across 28 UK cities, on financings, acquisitions and disposals relating to their large scale student accommodation portfolio.

## RELATED INSIGHTS

Insights

Apr 10, 2024

### **The right-sizing of commercial leases in Hong Kong SAR and Mainland China**

In Hong Kong SAR and in Mainland China, we have observed an increase in the relative bargaining power of office tenants to negotiate their leases. A variety of factors, including a stronger supply of new office buildings and more negative economic sentiment among office tenants, have contributed to the evolution of landlord-tenant dynamics.

News

Apr 04, 2024

### **BCLP advises Get Living on the financing of New Maker Yards, Greater Manchester**

Events

Mar 28, 2024

### **BCLP senior associate presents at CBRE Data Centers Forum on capital markets and investor demands**

News

Mar 20, 2024

### **Chambers Europe 2024**



Events

Mar 05, 2024

## **Of Counsel Suzanne Berger to Present at PLI's 2024 Commercial Real Estate Financing Program**

News

Jan 22, 2024

## **BCLP Advises Pembroke on Acquisition of The Lark, Nine Elms**

Awards

Dec 12, 2023

## **'Connect CRE' recognizes Andy Auerbach and Natalie Prager as commercial real estate standout attorneys**

News

Nov 13, 2023

## **BCLP's Tax Practice gets boost with new partner**

Events

Sep 15, 2023

## **Reworking Commercial Real Estate Loans in a Distressed Market**