

WATSON FARLEY  
&  
WILLIAMS

NEW YORK: REAL ESTATE





## REAL ESTATE NEW YORK

Our multi-disciplinary real estate team delivers successful transactions through a combination of technical excellence, industry knowledge and superior client service.

### Comprehensive services

Working across the full spectrum of real estate transactions, we represent owners, developers, investors – private and institutional - including major insurance companies, private equity houses and family offices, developers, REITs, landlords, tenants, lenders and borrowers. Our expertise encompasses all segments of the real estate market, including the sale, acquisition, development, financing, and leasing of office, retail, hotel, industrial and mixed-use properties.

### Integrated support

We work throughout the entire property life-cycle. Our multi-disciplinary team includes corporate, tax and litigation attorneys enabling us to provide advice on every aspect of real estate transactions from tax structuring of domestic and international real estate investments; negotiating acquisitions and dispositions; leasing for landlords and tenants including hotel operating agreements; joint ventures and real estate funds; planning; design, engineering, and construction contracts.

We have particular expertise in development projects where we provide end-to-end support advising from initial site assembly through planning, construction and financing to end-user unit sales and leases.

Our work in real estate finance includes construction loans and senior and mezzanine finance for lenders and borrowers as well as equity investments.



### Commercially balanced

We deliver relevant, risk assessed and commercially balanced advice. This is particularly important in an industry such as real estate which is subject to a myriad of complexities and includes participants with vastly competing requirements.

### Global reach

As an international law firm with global reach, we regularly work on multi-jurisdictional matters. We know that even the most local transaction can have cross-border implications, so our experts in areas such as tax, cross-border investment and competition law are on hand to assist where needed, including, for example, on complicated matters involving the taxation and repatriation of investments in local real estate transactions.

Our New York real estate team is part of a wider global real estate practice comprising 28 partners in 14 offices around the world, who are supported by an even larger number of associates, trainees and paralegals at all levels of seniority. Consequently, we have the breadth and depth of resources to handle even the most complex matters.

“WE SEE VERY HIGH PROFESSIONAL STANDARDS AND WE CAN ALWAYS RELY ON THEIR ADVICE AND EXPERTISE.”

CHAMBERS GLOBAL LEGAL DIRECTORY

## TEAM

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### MICHAEL FEIN

Partner  
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Michael represents large institutional clients (including several Fortune 500 insurance companies and major banks), as well as regional and national developers and operators, in the acquisition, sale, financing, construction, development and leasing of commercial real estate. Michael also negotiates complex joint venture agreements on behalf of institutions, developers and operators for all types of real estate transactions.

Michael's expertise spans the full spectrum of real estate assets from retail, office, industrial, hotels and leisure to residential and mixed-use in all types of transactions. He has particular expertise in advising on complex, multi-faceted real estate matters and has structured, negotiated and closed billions of dollars in complex real estate transactions.

Michael provides practical, end-to-end legal representation, adding particular value through his commercial approach and focus on achieving tax or other cost reductions.

Michael is Head of the Real Estate Group in New York.



### JEFFREY LAMPIASI

Partner  
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Jeff represents a diverse group of clients including private equity firms, regional and national developers, corporate real estate departments, publicly traded REITs, Fortune 500 insurance companies, and major banks and financial institutions.

Over the course of his career, Jeff has been involved in the acquisition, sale, design, development, construction, leasing and financing of a wide variety of properties including major office buildings, large multi-family complexes, residential and mixed-use condominium projects, luxury hotels and resorts, sports arenas, and theme parks.

In addition, he has negotiated complicated joint venture agreements on behalf of developers, operators, and equity investors.

**STEVEN HOLLANDER**

Partner  
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Steve's practice focuses on corporate and securities transactions including private equity investments, joint ventures, securities offerings, M&A, regulatory filings, restructurings, corporate formation and general corporate matters.

Steve has particular expertise in M&A and joint venture agreements and has advised on numerous strategic alliances in the real estate industry. He has represented companies in their initial public offerings as well as other public and SEC-registration exempt securities offerings as well as sponsors, acquirers and targets in various M&A and private equity transactions.

Steve is admitted to practice law in New York, New Jersey and the Republic of the Marshall Islands.

**DANIEL PILARSKI**

Partner  
New York

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Daniel's practice primarily focuses on the U.S. tax aspects of cross-border transactions, with an emphasis on the real estate, maritime, and aviation sectors.

In the real estate sector, Daniel advises on tax-efficient structures including in relation to joint venture and other corporate arrangements.

Following the initial structuring of a matter, Daniel provides on-going transactional advice on matters including the US Foreign Account Tax Compliance Act (FATCA), both in compliance and in documenting FATCA provisions in loan and other agreements. Daniel also helps real estate clients analyze and comply with tax legislation and regulations.

In addition, Daniel advises on ERISA (US pension law).



**MICHAEL LUBIN**  
Counsel  
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Michael's practice encompasses a broad range of real estate transactions. He has extensive experience advising financial institutions, underwriters, real estate developers, real estate investment trusts, tax-exempt organizations, and individuals in real estate transactions involving numerous asset classes including raw land, retail, industrial, office, assisted living, hotel, multi-family, and townhomes.

Michael represents clients on real estate acquisitions, dispositions, development, equity and debt financing (including senior, subordinate, and mezzanine), leasing, and management.



**KAREN LEVINE**  
Counsel  
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Karen heads up the New York office's leasing practice, and she has extensive experience advising landlords and tenants in retail, office, and industrial leasing transactions.

Karen's experience includes representing the institutional owner of lifestyle centers and shopping centers throughout the U.S. that range in size from 115,000 to 465,000 sq. ft., as landlord, and negotiating leases and related lease documents with tenants both national and regional, publicly-traded and private, and local tenants for spaces ranging from less than 1,000 to more than 15,000 sq. ft.

On the tenant side she has represented national, big-box retailers as well as both national and regional retailers in the roll-out of new concept locations, among other things.



**JEFFREY RENDIN**  
Counsel  
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Jeffrey's practice focuses on real estate development and finance. He has particular expertise in the organization, offer and sale of cooperative interests in realty. He has drafted several of the New York Attorney General's policy memoranda and regulatory guidance documents concerning the offer and sale of co-operative interests in realty and compliance with New York's Blue-Sky Law, the Martin Act.

Prior to joining WFW, Jeffrey worked in the Office of the New York Attorney General (Real Estate Finance Bureau), most recently as Special Counsel and prior to that as Chief of Enforcement and Assistant Attorney General. While with the New York Attorney General, Jeffrey led several of the Bureau's major fraud investigations involving cooperative interests in realty, as well as defending the State in Article 78 proceedings.

Jeffrey is a trained mediator and has facilitated the resolution of numerous disputes between condominium developers and unit owners.



**HAMID SOLTANI**  
Associate  
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Hamid's practice spans the full spectrum of real estate transactions. He advises owners, investors, developers, landlords, lenders, borrowers, non-profit organisations and hedge funds on matters including leasing of Class-A office space, acquisitions and dispositions of a broad range of commercial real estate such as office buildings, shopping centers, mixed-use properties, and development sites.

Hamid has extensive experience of construction lending and is actively engaged in representing both lenders and borrowers in multimillion dollar loan restructurings and forbearance agreements. He has particular expertise in EB-5 (investor visa) lending.

Hamid has also developed an expertise in riparian rights and lands underwater.



**KATHLEEN UDO**  
Associate  
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Kathleen's practice focuses on the full range of real estate transactions including leasing Class A office space, acquisitions and dispositions, and financing matters in connection therewith. Her experience includes reviewing, negotiating, and preparing purchase and sale agreements, conveyance and loan documents, and other deal-specific instruments, documents, and agreements as necessary.

She has represented borrowers and lenders on all aspects of complex financing transactions, and has also assisted clients with environmental issues in business transactions.



**STEPHANIE EDELSTEIN**  
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Stephanie's practice focuses on residential purchase and sale transactions as well as commercial and residential lending. She has almost ten years of experience in transactional real estate and has handled well over a thousand closings during that time.

Stephanie has represented a variety of clients including sponsors, purchasers and sellers (both individuals and corporate entities), banks, and lenders on a broad range of transactions including multi-million dollar loans and the purchase and sale of coop and condominium apartments.

## OUR OFFICES

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