

David A. Herrman

dherrman@cairncross.com

direct: 206.254.4440

fax: 206.587.2308

Introduction

David provides a deep insight into conducting real estate transactions in today's sophisticated economy. As head of CH&'s Real Estate Practice, David has the experience to handle a variety of projects, including financing, development, leasing, acquisition and disposition of major projects throughout the Pacific Northwest.

Working closely with his clients, David develops strategies to support continued growth for his real estate clients in all areas, including restaurants, hotels, and mixed-use projects, condominiums, shopping centers, and single family home developments. From local retailers to national developers, David's clients include Daly Partners, Evolution Projects, Sea Creatures, and Seattle arena investor Chris Hansen.

Clients appreciate David's ability to provide clarity in complex deals and his strong commitment to delivering seamless, high-quality work. David is known for his dedication to client service, and is exceptionally responsive and result-oriented.

Experience & Results

Acquisition

- Assisting Chris Hansen and his affiliated entities in the acquisition, leasing, and operation of properties in the SoDo section of Seattle, which properties have been acquired for the development of a new sports arena complex

Restaurant, Retail and Office Leasing

- Represents several of Seattle's most popular restaurants and retailers in lease negotiations
- Represents national retail and restaurant clients in lease negotiations
- Represents owners and businesses in commercial, office, and warehouse leasing

Financing Transactions

- Advises developer clients on financing transactions, including construction loans and private equity raises

Acquisitions and Dispositions

- Represents owners and developers in the acquisition and sale of condominium and apartment projects
- Assists single family home builders with land aggregation, acquisition and disposition of single family homes

Construction and Development

- Represents developers in all aspects of construction and development of multi-family and commercial projects, including acquisition, development agreements, entitlements, construction contracts, and disposition

Education

- University of Washington (B.A., 1994)
- University of the Pacific (J.D., With Great Distinction, 1998)

- Order of the Coif
- Editor, *McGeorge Law Review*

Admissions

- Washington

Awards/Honors and Organizational Memberships

- Named on the Washington Rising Stars list by *Super Lawyers® Magazine*
- National Association of Industrial and Office Properties (NAIOP), Member
- King County Bar Association, Member
- Urban Land Institute, Member
- Urban Land Institute, Multifamily Product Council, Member

Publications/Speaking Engagements

- "From Construction to Conversion: A Condominium Overview," Commercial Brokers Association continuing education event, Seattle, WA, Presenter, May 13, 2014
- "Condo Conversions in a New Economy," Commercial Brokers Association continuing education event, Kirkland, WA, Presenter, January 14, 2014
- "Real Estate Purchases & Sales: Issues in Purchasing Condominiums," Law Seminars International, Seattle, WA, March 7, 2008
- "To Delegate or Not to Delegate - That is Preemption: The Lack of Political Accountability In Administration Preemption Defies Federalism Constraints on Government Power," *McGeorge Law Review*, 1997