

Matt B. Hanna

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Introduction

In his real estate practice, Matt represents local and national developers, builders and lenders in all aspects of acquisition, development, financing, construction, leasing, and disposition for single and multi-family residential, mixed-use, office, and retail projects—with a focus on creative, cost-efficient results. He creates private equity and debt funds for private regional lenders and other real estate-related companies, and assists them on completing a range of financing transactions.

Matt's work often involves large, complex projects such as assisting Chris Hansen and his affiliates in the assessment, procurement and financing of a property portfolio for development and construction of a new multi-modal use sports arena complex in the SODO district of Seattle, and representing King County in its coordinated sale and ongoing operation of real estate for the expansion of the Washington State Convention Center.

As CH&'s Managing Partner, Matt leads the firm's business success, and has successfully developed and implemented the firm's strategic plan. He is responsible for the day-to-day management of the firm, including supervision and oversight of the firm's administrative, financial, technological, and business development functions.

Matt cares deeply about Seattle and the Puget Sound region. As part of his commitment to the community, he is a member and the former Chair of the Pike Place Market Preservation & Development Authority Council, a public corporation chartered by the City of Seattle in 1973 which owns, operates, and manages the properties in the nine-acre Pike Place Market Historic District.

Matt's "&" is . . .

The process of discovery - connecting with clients on a personal level and getting to the heart of their worries and priorities. Clients love his interactive listening style, intuition combined with deep analytical thinking, and ability to design solutions around their specific needs. He is a passionate problem solver, the more complex, the better. His collaborative approach to addressing and resolving legal issues echoes that of the firm overall.

Education

- Seattle University (B.A., magna cum laude, 1994)
- Universite de Paris IV - The Sorbonne, Paris, France (Master of Arts, Highest Honors, 1996)
- University of Cincinnati (Master of Arts, 1997)
- Boston University School of Law (J.D., cum laude, 2002)
 - Editor-in-Chief, *Boston University International Law Journal*

Admissions

- Washington
- Massachusetts (Inactive)
- US District Court, Western District of Washington
- US Court of Appeals, Ninth Circuit

Awards/Honors and Organizational Memberships

- Ranked in Washington State by *Chambers USA* in the area of Real Estate since 2015
- Listed in *The Best Lawyers in America*® in Real Estate Law since 2019
- 40 Under Forty Honoree, *Puget Sound Business Journal* (2011)
- Named on the Washington Super Lawyers list by *Super Lawyers*® Magazine since 2017
- Named on the Washington Rising Stars list by *Super Lawyers*® Magazine (2007-2012)
- Seattle Center Foundation, Board of Directors
- Pike Place Market Preservation & Development Authority (PDA) Council, Member and Past Chair (The PDA is the owner and operator of Seattle's Pike Place Market)
- Mackrell International, Member
- King County Bar Association, Member
- Urban Land Institute, Member
- Downtown Seattle Association, Member
- NW Next, Member

Publications/Speaking Engagements

- "Annual Real Property Spring CLE: A Practical Guide to Real Estate Lending in Washington: Negotiating the Note: A Guide to the Promissory Note and its Place in the Loan," Washington State Bar Association Webinar, Presenter, April 24, 2020
- "Seattle Capital Markets and Real Estate Finance: Debt, Equity, Alternative Financing & The Evolution of the Capital Stack," Bisnow, Seattle, WA, Moderator, December 11, 2018
- "Multifamily Annual Conference Pacific Northwest: The Next Push!," Bisnow, Seattle, WA, Moderator, September 12, 2018
- "In the News Case Studies: Structures, Challenges and Outcomes: Washington State Convention Center Addition," at The Seminar Group's "Public/Private Transactions: Pitfalls and Opportunities," Seattle, WA, November 2017
- "The Future of Downtown Seattle: The Challenges and the Promise of the Urban Explosion," Bisnow, Seattle, WA, Moderator, August 2017
- "The Future of Downtown: Seattle's Great Building Boom," Bisnow, Seattle, WA, Moderator, October 2016
- "Seattle 2016 Forecast; Get the Lay of the Land for Seattle CRE," Bisnow, Seattle, WA, Moderator, February 2016
- "Structuring Mixed Public/Private Development," at The Seminar Group's "Public/Private Transactions: Pitfalls and Opportunities," Seattle, WA, November 2015
- "Future of the Waterfront," Bisnow, Seattle, WA, Moderator, July 2015
- "Fourth Annual Seattle Multifamily Summit," Bisnow, Seattle, WA, Moderator, October 2014

- "Future of the Waterfront: The Rise of Pioneer Square," Bisnow, Seattle, WA, Moderator, June 2014
- "From Construction to Conversion: A Condominium Overview," Commercial Brokers Association continuing education event, Seattle, WA, Presenter, May 2014
- "Condo Conversions in a New Economy," Commercial Brokers Association continuing education event, Kirkland, WA, Moderator, January 2014
- "Future of Downtown Seattle," Bisnow, Seattle, WA, Moderator, October 2013