

## Real Estate

The Real Estate team at Cairncross & Hempelmann brings a wealth of experience and deep industry knowledge to every transaction, and clients benefit from our collaborative team approach. Clients seek our expertise related to real estate acquisition and disposition, debt and equity finance, leasing, land development, and real estate litigation.

Our clients include developers, lenders, borrowers, and owners at the forefront of some of the most visible, sophisticated, and complex real estate projects in the region. Our highly-integrated team has helped clients involved in iconic properties throughout the Pacific Northwest.

Our clients seek our counsel because of our robust technical skills, unparalleled local knowledge, longevity and connections in the industry, and most importantly, our consistent ability to achieve great results. We are uniquely positioned and adept in helping our clients realize creative, successful, and lasting solutions for a wide range of real estate projects.

### Real Estate Debt & Equity Finance

Our Real Estate group is deeply engaged with all aspects of real estate finance. We work with sponsors of private real estate equity funds and joint ventures, established real estate investment sponsors, and entrepreneurial clients to address the unique tax, regulatory and business needs affecting fund and venture participants.

### Real Estate Leasing

We support sophisticated landlord and tenant clients with their real estate leasing needs. Our team drafts and negotiates a wide variety of leases, subleases, ground leases and license agreements for clients throughout the Pacific Northwest. Our attorneys have deep experience assisting clients with complex, high-profile and high-value leases. Our clients benefit from our proven ability to foresee and address potential legal, operational, timing, and financial challenges that may arise.

### Real Estate Acquisition & Disposition

Our team has extensive experience advising clients on acquisition and disposition of commercial and residential developments. We guide clients through the entire process, starting with development of term sheets, negotiation of purchase and sale agreements, and complete due diligence and title review. We assist through closing and beyond, including addressing any post-closing matters through development. Our close collaboration with the CH& Land Use team provides clients with a comprehensive review of feasibility and analysis for developments, ensuring that they

achieve the best value for their investment.

## Land Development

Our collaborative approach to land development provides our clients with full-coverage from experienced real estate, land use, natural resources, and environmental law attorneys. We help our clients find the most direct route for moving projects forward. We are well-versed with land use entitlements and zoning, environmental review, Shoreline Management Act issues, working in wetlands and other sensitive areas, and other issues that may be discovered during land development. Clients benefit from our strong relationships with regulatory officials and our ability to negotiate, structure, and complete land development transactions.

## Condominiums

Condominiums are complex and heavily regulated in Washington. We assist clients throughout the process of creating, selling and managing the risks involved in commercial, mixed-use and residential condominium projects. Our experience includes a wide array of property types, including apartment to condominium conversions, luxury mixed-use developments in urban centers, and developments designed to meet the needs of transit-oriented developments throughout the region.