

Real Estate Markets





“Best Law Firms”
Real Estate Tier 1 firm,
2011, 2014 and 2016
– *U.S. News & World Report*

Real Estate Markets

In today's competitive and ever-changing market, real estate stakeholders depend on legal counsel who understand the interwoven ownership, management and operational aspects of the industry and can help them formulate and drive strategic business and legal decisions.

Real Estate Markets—a core practice for Mayer Brown—comprises more than 200 lawyers worldwide who offer international and local knowledge from established teams in markets throughout the world. Our on-the-ground presence and knowledge of local culture, business and networks allow us to solve the most complex and demanding legal and business challenges in the industry. We manage deals from all sides, and we leverage that experience on behalf of our clients.

We anticipate shifts in the industry and respond to market conditions with an approach that is both sophisticated and pragmatic. From formation of capital-raising vehicles to acquisitions and sales to transactions involving complex financing and joint-venture structures in multiple jurisdictions, our multidisciplinary team handles matters spanning the industry.

Serving Our Clients

Mayer Brown's clients include real estate institutional investors; pension funds and advisers; private equity funds; opportunity funds; real estate investment trusts; commercial, investment and industrial banks; governments; statutory bodies; insurance companies; real estate holding companies; developers; and multinational corporations.

We work hard to understand our clients' value drivers and goals so that we can tailor our services to their needs and help them solve complex problems—and spot opportunities—even in the most challenging market conditions. Clients point to this as a key strength that adds value to our work and contributes to their success.

Clients often bring us in early on in the planning stage of a deal to help them formulate and execute their strategic and financial objectives. We help clients synchronize those objectives with market conditions and emerging trends.

While clients regularly call on us to represent them in complex local and cross-border transactions, they also turn to us for more routine matters and benefit from our experience and industry relationships.

Following are some of the areas in which we regularly represent clients:



SERVICE AREAS



REAL
ESTATE
FUNDS



REAL ESTATE
PURCHASES
AND SALES



CORPORATE
REAL ESTATE
SERVICES



INVESTMENT
MANAGEMENT



FUND FINANCE



DISTRESSED
REAL ESTATE



PRIVATE EQUITY
REAL ESTATE



REAL ESTATE
FINANCE



TRANSFER TAX,
PROPERTY TAX &
ASSESSMENT
CHALLENGES



REIT
STRUCTURING &
COMPLIANCE



REAL ESTATE
DEVELOPMENT




REAL ESTATE
LITIGATION



JOINT
VENTURES &
STRATEGIC
ALLIANCES



PORTFOLIO
LEASING &
ANCILLARY
ASSET
MANAGEMENT
SERVICES



Thirteen-time winner of the
“Real Estate Law Firm of the
Year,” 2002-2006, 2009-2016

– ALB Hong Kong Law Awards



Real Estate Funds

Our Real Estate Funds team helps global leaders in private equity real estate raise funds with institutional, retail and private investors across the Americas, Asia, Europe and the Middle East. We represent 9 of the top 10 and 14 of the top 20 real estate investment managers in the world. We work with sponsors to plan and manage effectively their real estate fund raising from a commercial, tax and marketing perspective.



Investment Management

Mayer Brown’s Investment Management practice provides legal counsel on the full range of products and services offered by investment advisers. We help investment advisers anticipate and adapt to global regulatory issues that affect all aspects of their business. We provide our the knowledge and resources to creatively and efficiently structure investment services, products and funds, regardless of the client’s style, strategy, product or organizational form.



Private Equity Real Estate

With private equity real estate (PERE)-focused lawyers across the Americas, Asia and Europe, Mayer Brown has one of the largest integrated practices in the world. With that size comes the knowledge, experience and bench strength to tackle our clients’ most complex transactions. We advise a wide range of companies, sponsors, investors and financiers engaged in the private equity real estate industry, including private equity funds, public and private REITs, mortgage REITs, banks, insurance companies, pension funds and other institutional investors.



REIT Structuring & Compliance

Mayer Brown’s REITs practice provides advisory services to a wide range of companies engaged in the real estate industry, including public and private equity REITs, mortgage REITs, public and private partnerships, financial advisers and intermediaries, pension funds and other domestic and international institutional investors. We also represent our clients in major corporate acquisitions, mergers and restructurings, as well as in large portfolio transactions, individual property acquisitions and dispositions, and joint ventures and development, financing and leasing activities.



Joint Ventures & Strategic Alliances

We understand that any joint venture or strategic alliance requires a sound legal and regulatory framework that accommodates long-term goals and allows the parties to

adapt to the unexpected. We have helped clients across diverse industries create a wide variety of durable and effective joint venture and alliance structures both within a jurisdiction and across borders. We also have extensive experience advising clients on the many issues that can arise over the life of these relationships and in their resolution.



Real Estate Purchases and Sales

Our Real Estate lawyers routinely represent both purchasers and sellers in nearly every asset class throughout the world, including luxury condominium developments; office buildings; industrial, distribution and manufacturing facilities; retail shopping centers and shopping malls; multi-family apartment projects; student housing developments; hotel and resort developments; and undeveloped land. Our team is cross-disciplinary; we work with our partners in the firm's Corporate, Environmental and Tax practices, among others, to advise on best practices on all matters related to real estate.

We regularly assist clients with the purchase and sale of real estate assets for national and international portfolios. And we are uniquely positioned to advise on these transactions—we have vast experience with these matters plus a geographic presence in the top markets around the globe.



Fund Finance

Mayer Brown counsels both lenders and borrowers on private and public fund financings and loan transactions. Our global network of fund finance lawyers works in conjunction with lawyers from the firm's other top-tier practices, resulting in a keen understanding of each fund vehicle and distilling the most sophisticated fund documents and structures to a level where the parties can properly evaluate the creditworthiness of the transaction.



Real Estate Finance

We have a well-established market presence and a long track record acting for lenders and borrowers whether on bilateral or syndicated facilities on domestic and complex, multijurisdictional transactions. We maintain close relationships with, and act for, many of the lenders who are active in our domestic and cross-border markets. Our experience means we are familiar with the most innovative and structured of transactions and the use of offshore entities and tax structuring in jurisdictions including Jersey, Guernsey, the Isle of Man, Luxembourg, the Cayman Islands and the British Virgin Islands.

Winner “Law Firms: Outstanding Service”

– *National Real Estate Investor*,
Commercial Real Estate Awards 2016



Winner “Asia Law
Firm of the Year –
Transactions Category,”
2009, 2012 - 2015

– PERE, Global Awards



Real Estate Development

Mayer Brown has extensive experience in the development, redevelopment, design and construction of complex projects across all industry segments. We work on transactions involving a variety of implementation and financing arrangements: long-term ground leases, management contracts, governmental agreements, project development agreements, design and construction contracts, operation and maintenance agreements, reciprocal easement agreements, air-rights subdivisions, shared-parking agreements, acquisition agreements, professional services contracts, payment and performance bonds and other security arrangements, and unique insurance coverage requirements. We regularly represent contractors, subcontractors, owners, developers and lenders on the development, financing, acquisition and disposition of all types of commercial properties—mixed-use projects as well as stand-alone commercial, residential, hospitality, industrial and parking developments.

We work closely with our clients’ business and design and construction teams, from the project’s inception to the completion of contracts and throughout the implementation. We advise on procurement, subcontracting, project risk allocation, interfaces between contracts, and the negotiation and implementation of contracts with bidders. We also counsel on change orders, bid and performance bond matters, delays, force majeure, insurance, indemnification and liens.



Portfolio Leasing & Ancillary Asset Management Services

With one of the largest and most diversified US office leasing practices, Mayer Brown helps clients negotiate and draft effective leases and understand all of their implications. We cover 180-plus office buildings (mostly Class A) in 26 states and more than 40 municipal markets. Our team advises real estate owners and portfolio operators on the management issues they are likely to face over time. The volume of leasing transactions we handle differentiates Mayer Brown from our competitors.



Corporate Real Estate Services

As one of the largest Real Estate practices in the world, Mayer Brown's practice delivers comprehensive advice with a cross-practice, cross-border approach that draws on our depth in related areas such as tax, environmental, finance, construction and corporate. We are experienced in all aspects of commercial real estate facing corporate end users, whether in local, national or international transactions. Clients also benefit from our worldwide network of relationships with lenders, investors, developers and other professional advisors.



Distressed Real Estate

Mayer Brown's Distressed Real Estate team brings together leading practitioners in the areas of real estate, securitization, finance, litigation, construction and bankruptcy to effectively represent lenders and servicers in all aspects of distressed real estate debt, including workouts, loan modifications, restructurings, bankruptcies, foreclosures, deed in lieu of foreclosures, Uniform Commercial Code (UCC) sales and real estate owned (REO) administration.



Transfer Tax, Property Tax & Assessment Challenges

Mayer Brown has a strong, experienced and diverse team of professionals who focus on property tax management and reduction work. We are skilled at negotiating fair and appropriate property tax burdens with local assessment officials, taxing districts, review boards, administrative taxing bodies and tax tribunals. Mayer Brown's property tax professionals also have the requisite litigation experience if a taxing official adopts a position that needs to be challenged in court.



Real Estate Litigation

Mayer Brown provides comprehensive advice and represents clients in litigation, arbitration and judicial reference proceedings involving real property and related disputes. We also frequently provide preemptive advice to our clients to reduce litigation risk. Mayer Brown works closely with our clients to identify their objectives from the beginning so that we can provide clear, proactive and commercial advice and together formulate a strategy that achieves their goals.

Real Estate Team of the Year

– Shortlisted (UK), Legal Business Awards 2016



Our Global Presence

Mayer Brown has solid, deep roots in offices located in many countries where we have a strong presence in the local markets. That is the source of our global platform: Local capabilities and sizable teams of lawyers who know local law, local business and local clients. This combination enables Mayer Brown to provide meaningful results to its large multinational clients as well as in-country enterprises.

In both the United Kingdom and Germany, we have a history of service and presence in offices resulting from combinations with large local firms. In France, we combined with a respected Parisian firm with strengths in corporate, tax, finance and real estate. Mayer Brown's US operation is the firm's largest entity, with seven offices across the country.

In Asia we operate as Mayer Brown JSM as a result of our 2008 combination with JSM (formerly Johnson Stokes & Master), a leading law firm in Asia. Mayer Brown JSM has offices in Hong Kong, the People's Republic of China (Beijing and Shanghai), Thailand (Bangkok), Vietnam (Hanoi and Ho Chi Minh) and Singapore.

In Hong Kong, Mayer Brown JSM operates in association with Jingtian & Gongcheng, one of the first private and independent partnership law firms in China. Jingtian & Gongcheng is headquartered in Beijing, with offices in Shanghai, Shenzhen, Chengdu and Hong Kong.

In Latin America, we formed an association in December 2009 with Taül & Chequer Advogados, one of the largest law firms in Brazil, with offices in Rio de Janeiro, São Paulo and Brasília.

In 2015, we opened an office in Mexico City to enhance our service to clients operating and investing in Mexico's energy, finance and infrastructure industries. The Mexico City team is a fully bilingual and bicultural group of lawyers with long-standing experience in Mexican projects and financings.

In 2016, we opened an office in Dubai to support our growing list of clients doing business in the Middle East. Our presence in the world's leading markets enables us to offer clients access to local market knowledge combined with global reach.

About Mayer Brown

Mayer Brown is a global legal services organization advising clients across the Americas, Asia, Europe and the Middle East. Our presence in the world's leading markets enables us to offer clients access to local market knowledge combined with global reach.

We are noted for our commitment to client service and our ability to assist clients with their most complex and demanding legal and business challenges worldwide. We serve many of the world's largest companies, including a significant proportion of the Fortune 100, FTSE 100, CAC 40, DAX, Hang Seng and Nikkei index companies and more than half of the world's largest banks. We provide legal services in areas such as banking and finance; corporate and securities; litigation and dispute resolution; antitrust and competition; US Supreme Court and appellate matters; employment and benefits; environmental; financial services regulatory and enforcement; government and global trade; intellectual property; real estate; tax; restructuring, bankruptcy and insolvency; and wealth management.

Please visit www.mayerbrown.com for comprehensive contact information for all Mayer Brown offices.

Mayer Brown comprises legal practices that are separate entities (the "Mayer Brown Practices"). The Mayer Brown Practices are: Mayer Brown LLP and Mayer Brown Europe-Brussels LLP, both limited liability partnerships established in Illinois USA; Mayer Brown International LLP, a limited liability partnership incorporated in England and Wales (authorized and regulated by the Solicitors Regulation Authority and registered in England and Wales number OC 303359); Mayer Brown, a SELAS established in France; Mayer Brown Mexico, S.C., a sociedad civil formed under the laws of the State of Durango, Mexico; Mayer Brown JSM, a Hong Kong partnership and its associated legal practices in Asia; and Tauil & Chequer Advogados, a Brazilian law partnership with which Mayer Brown is associated. Mayer Brown Consulting (Singapore) Pte. Ltd and its subsidiary, which are affiliated with Mayer Brown, provide customs and trade advisory and consultancy services, not legal services.

"Mayer Brown" and the Mayer Brown logo are the trademarks of the Mayer Brown Practices in their respective jurisdictions.

© 2017 The Mayer Brown Practices. All rights reserved.

Attorney advertising. Prior results do not guarantee a similar outcome.

