



Commercial Real Estate Attorneys

EXPERIENCE • APPROACH • RESULTS

Experience

A Proven Team of Dedicated Professionals

Real Estate Counselors attorneys have over 150 years of collective experience with commercial real estate, finance and business transactions.

Our Core Services Include:

Office Leasing: We help landlords and tenants negotiate office lease transactions that carry out our clients' business needs and operational goals.

Retail Leasing: Our retail leasing attorneys work with mall owners, national and regional tenants in connection with leases of anchor space, in-line units and pad sites.

Real Estate Lending: We help lenders and borrowers negotiate and document acquisition and construction loans for commercial real estate projects.

Acquisitions and Sales: We help our clients buy and sell raw land and improved commercial, mixed-use, multi-family and hospitality projects.

Real Estate Investments: We work with institutions, hard-money lenders and high net-worth individuals to structure, negotiate and document investments in a variety of real property projects.

Industry Specialties:

Asset Management: We work with asset managers and real estate investment advisors.

Corporate Solutions: We help companies manage their real property portfolios cost-effectively.

National Retail: Our attorneys have helped national tenants like Starbucks, Zales and Food Lion.

Medical Office Space: We understand healthcare providers' unique operational requirements for their facilities.

Government Contractors: We know the SCIF space, security and access concerns of government contractors.

Restaurant and Food Service: We have experience negotiating sit-down and quick service restaurant leases.

Our team works collaboratively to meet the real estate needs and business goals of our clients.



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Approach

A Solution-Oriented Perspective

Our leasing attorneys focus on real-world business issues.

Our Leasing Practice Includes:

Office Leasing: We've helped landlords and tenants negotiate office leases.

Retail Leasing: We have worked with mall owners and national tenants like Starbucks, Zales and Food Lion.

Medical Office: We understand healthcare providers' needs.

Government Contractors: We know the SCIF space, security and access concerns of government contractors.

Restaurants and Food Service: We represent quick service and fine dining restaurants in lease negotiations.

Notable Transactions:

Landlord Transactions:

Represented landlord of mixed-use space in a 7,000 s/f restaurant lease in Crystal City, Virginia.

Represented institutional landlord on leases of a portfolio of buildings in Northern Virginia.

Represented landlord in 100,000 s/f industrial lease in Washington, DC.

Represented REIT in connection with 11,000 s/f sublease in Herndon, Virginia.

Represented mall owner in connection with 27,000 s/f gym lease in Woodbridge, Virginia.

Tenant Transactions:

Represented defense contractor in 24,000 s/f headquarters lease in Rockville, Maryland.

Represented charter school in 20,000 s/f lease of Washington, DC campus.

Represented national energy company in 4,000 s/f office lease in downtown Washington, DC.

Represented national company in 135,000 s/f industrial lease near Albany, New York.

Represented association in 150,000 s/f office lease in Washington, DC.



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Results

Our Team keeps the Finish Line in Sight.

Real Estate Counselors help banks, insurance companies, private lenders and borrowers, institutions and investors.

Our Lending Practice Includes:

Acquisition Loans: We help buyers and lenders negotiate loans to acquire commercial properties.

Construction Financing: We draft and negotiate construction loans and permanent financing.

SBA Loans: We assist lenders and borrowers with loans guaranteed by the U.S. Small Business Administration.

Mezz/Sub Debt: We help lenders structure equity investments.

Workouts: We negotiate consensual loan restructuring and loan modifications.

Notable Transactions:

Lender Representations:

Represented institutional lender in complex \$35 million commercial construction loan.

Assisted lender in \$10 million refinance of shopping facility with ground leases and layered ownership.

Represented local bank in \$1.3 million loan for land acquisition and purchase of a restaurant secured by real property and operating assets.

Represented life insurance company as local counsel in \$100 million acquisition loan.

Borrower Representations:

Represented owner in refinance of \$72.5 million loan secured by office and retail property.

Represented developer in \$2.5 million acquisition loan and \$6.5 million construction loan

Represented regional developer in \$4 million acquisition loan and \$16 million construction loan for a 65,000-square foot office building.

Represented borrower in buying a hotel property, including a \$33 million senior loan, \$6 million mezzanine loan, and a \$6 million bridge loan.



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Global Perspective

International Expertise

Real Estate Counselors helps sovereign wealth funds, foreign governments, foreign and sovereign missions, and private investors in US real estate on all of their US transactional and real estate needs.

Our International Practice Includes:

Sovereign Representation: Representing embassies and government entities on the purchase, sale, leasing and development of US properties. Advising embassies and government entities on various aspects of sovereign law, obtaining state department and other necessary approvals.

Structuring Transactions: Advising foreign investors (individuals and real estate companies) on how to best structure business entities and transactions involving US real estate assets.

Foreign Investment: Representing foreign investors on all aspects of US real estate transactions, including contract drafting and negotiation, due diligence review and other aspects of property ownership.

Notable Transactions:

Embassies: Represented embassies on the acquisition of diplomatic residence and a new embassy satellite office in Washington, DC.

Foreign Investors: Represented foreign investor on contemplated acquisition of hotel in Washington, DC.

Foreign Companies: Represented foreign company on all US real estate activities including acquisition of its US headquarters and leasing of numerous commercial, retail, and industrial facilities.

Sharia Compliant Lending: Represented international lender on proposed Sharia-compliant financing for acquisition and financing of resort in Vancouver, British Columbia, Canada.



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**REAL ESTATE
COUNSELORS**



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BRUCE G. ROSEN



Bruce Rosen focuses on commercial real estate transactions, including office and retail leasing, acquisitions and sales of commercial properties, secured lending and joint ventures. He also has experience in creditors' rights and commercial bankruptcy matters.

Before founding Real Estate Counselors, Mr. Rosen was an Attorney with the law firm of Akin, Gump, Strauss, Hauer & Feld.

Mr. Rosen is the author of "**When Office Landlords Lease to Retail Tenants**" *Practical Real Estate Lawyer*, September 2004.

EDUCATION

Mr. Rosen received his B.B.A. in 1989 and his J.D. with distinction in 1992 from the Temple University James E. Beasley School of Law.

He is a member of the District of Columbia and Pennsylvania Bars and the American Bar Association.

STEVEN A. LOEWY



For over twenty years, Steven A. Loewy has represented lenders, developers and other businesses in Maryland, Virginia, and metropolitan Washington, D.C. negotiating, structuring and closing major commercial real estate transactions. Representative transactions include advising a lender in connection with a complex \$35 million commercial construction loan, and advising a borrower in a \$60 million bond financing transaction.

Among other publications, he is the author of "**Indoor Pollution in Commercial Buildings: Risks and Liabilities**" *Commercial Realtor*.

EDUCATION

Mr. Loewy received his B.A. in 1974 from Washington University, St Louis, Missouri, and his J.D. in 1979 from Yeshiva University (Benjamin N. Cardozo School of Law). Mr. Loewy is a member of the Maryland and the District of Columbia Bars and the American Bar Association.

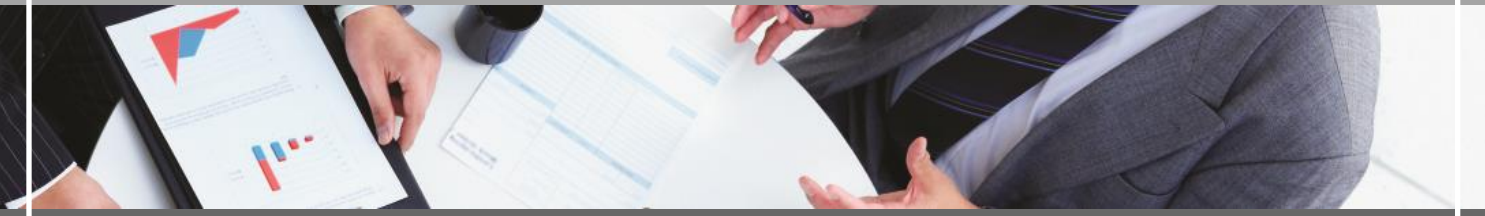
He is admitted to practice in the U.S. District Court for the District of Maryland.



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MARK E. RICARDO



Mark focuses on commercial acquisitions, asset management, real estate portfolio repositioning and commercial leasing.

Prior to joining REC he was the President and Chief Investment Officer of Tiber Creek Investment Management, LLC.

Mr. Ricardo's practice also included corporate finance, commercial real estate, tax and non-profit law with law firm of Akin, Gump, Strauss, Hauer & Feld.

EDUCATION

Mr. Ricardo received his J.D. cum laude from Syracuse University in 1997 and a joint LL.M in taxation and securities and financial regulation from the Georgetown University Law Center in 2000.

He is a member of the District of Columbia, Virginia and North Carolina Bars.

PETER POKORNY



Peter Pokorny has a multifaceted legal and business background. As Legislative Counsel for the Pennsylvania Bar Association, Mr. Pokorny counseled the Real Estate Practice group. He also served as Assistant General Counsel for the Council of Better Business Bureaus, the network hub for BBB's in the US and Canada.

Mr. Pokorny was also President of Interface Financial Group, an Alexandria, Virginia based receivables financing company.

In addition to his work with REC, Mr. Pokorny also serves as an arbitrator for FINRA - the Financial Industry Regulatory Authority.

EDUCATION

Mr. Pokorny received his B.A. from the University of Notre Dame in 1986 and his J.D. from the Tulane University School of Law in 1989.

He is a member of the District of Columbia and Pennsylvania Bars.



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LAUREN G. RAGLAND



Lauren has extensive experience analyzing environmental matters including land use and air and water quality controls.

Mrs. Ragland previously served as Claims Counsel for XL Catlin's North America markets. There she analyzed insurance coverage issues related to the investigation, evaluation and resolution of complex and high exposure pollution claims; including the management of all related litigation and administrative enforcement.

Prior to XL Catlin, Mrs. Ragland was Assistant Counsel with the Pennsylvania Department of Environmental Protection's Office of Regional Counsel.

EDUCATION

Mrs. Ragland received her B.S. in Biology from Temple University, her M.A. in Biology from Villanova University and her J.D. with distinction in 2002 from the Temple University James E. Beasley School of Law.

She is a member of the Pennsylvania and New Jersey Bars.



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