



HARTMAN
SIMONS



**COMMERCIAL REAL
ESTATE SERVICES**



ACQUISITIONS AND DIVESTITURES

Hartman Simons & Wood LLP handles the acquisition and disposition of commercial real estate projects of all sizes as well as complex, multi-project, and portfolio transactions. Our knowledgeable group of commercial real estate attorneys can swiftly and efficiently execute deals across a spectrum of complexity and geography.

Our firm's clients include:

- Developers
- Financial Institutions
- Insurance Companies
- Individual Investors
- Landlords
- Tenants
- Operators
- Real Estate Investment Trusts

DEVELOPMENT

Hartman Simons & Wood LLP represents both investors and developers engaged in the development and leasing of the following types of real estate projects:

- Office
- Retail
- Industrial
- Multi-family



In just the last five years, and through the difficult economic climate, Hartman Simons & Wood LLP attorneys have been directly involved in handling all legal aspects for the development or redevelopment of more than 20 million square feet of commercial real estate projects through the United States.

FINANCING

Developers, investors, owners and lenders all look to Hartman Simons & Wood LLP for financing expertise. The lending market is a competitive arena, with a variety of financing methods available to borrowers. Our attorneys have extensive experience and are extremely well-informed about commercial real estate financing.

We advise our clients of the many different options for financing a project that are best for them, including:

- Venture Capital
- Equity Investments
- Special Opportunity Investments
- Mezzanine Loans
- Structured Finance
- Recapitalization
- Restructuring of Properties and Entities



LEASING

Hartman Simons & Wood LLP represents both landlords and tenants in the facilitation and execution of commercial leases. We understand the complexities of lease negotiations from both the landlord and tenant perspectives. Our decades of experience in commercial real estate give us a broad base from which to develop strategies for overcoming challenges and finalizing the deal. Our team's methodology also drives us to operate in the most efficient and sensible manner possible, to ensure that our clients do not miss out on favorable leasing opportunities.



WORKOUTS

We are acutely aware that the most efficient resolution for an asset in default is not litigation or bankruptcy. Instead, when it makes sense for our clients, we pursue negotiated, voluntary settlements that protect their portfolios.

Our team facilitates credit workouts of all sizes and levels of complexity. We work with projects as small as single-asset real estate and commercial loans all the way up to complex deals involving multi-bank credits to major national real estate and operating companies. The workouts we assemble vary from traditional economic restructurings or collateral recovery to liquidation workouts or prepackaged bankruptcy plans.

COMMERCIAL DEVELOPMENT

COMPLEX COMMERCIAL DEVELOPMENTS ARE OUR SPECIALTY

In particular, we specialize in handling complex commercial real estate transactions throughout the United States, including major retail, office, industrial and mixed-use development projects. We represent national and regional developers, as well as leading retailers and other companies seeking to expand or relocate their presence across the country.

Our areas of expertise include:

- Site identification
- Pre-development activities
- Due diligence
- Acquisitions and divestitures
- Development
- Disposition
- Financing
- Equity and debt funds for investment in real estate
- Leasing
- Workouts

COMMERCIAL LEASING

ANY COMMERCIAL LEASE. ANYWHERE.

Hartman Simons & Wood LLP has a particularly deep team of leasing professionals, at the partner, associate and paralegal level, crossing disciplines of commercial real estate. We have significant expertise in the following types of leases:

- Retail
- Industrial
- Office
- Mixed use

Over the last 10 years alone, our lawyers have negotiated or supervised the negotiation of more than 6,500 commercial leases on behalf of landlords and tenants throughout the United States and Puerto Rico, involving more than 27 million square feet of retail space, and more than 10 million square feet of industrial space. Our firm currently represents national, regional, and local retailers and developers, giving us a negotiating advantage as we provide advice and analysis regarding leasing strategies, financing and asset management of a wide array of properties. In addition to our Georgia attorneys, several of our lawyers are licensed in other states, and we associate with local contacts when necessary to provide our clients with the consistency and attention of one law firm, coupled with the reach, expertise and know-how of local counsel.

As experienced leasing attorneys, we understand there are many components to achieving the lease that meets our clients' expectations. We go beyond the basics to provide knowledgeable advice regarding real estate laws and commercial contracts with respect to:

- Commercial lease negotiation, drafting and review
- Commercial lease disputes
- Commercial lease terminations
- Ancillary documents
- Subordination and non-disturbance agreements
- Memoranda of lease
- Landlord's waivers and consent
- Review of title encumbrances
- Environmental phase one concerns



BUSINESS SOLUTIONS FROM A TRUSTED PARTNER

Our clients value our attorneys' business acumen as much as their outstanding legal credentials, and they appreciate the attentive service our firm consistently provides. Access the power of a legal partner you can rely upon to understand your business objectives and help you get it done.

For more information on these services, contact us:
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