

A decorative graphic on the left side of the page, consisting of overlapping blue and green geometric shapes.

Real Estate: Due Diligence Hub

Seyfarth's Real Estate Due Diligence Hub is a dedicated team of attorneys, paralegals, and support staff who handle the cumbersome, often cost-sensitive work associated with the due diligence phase of commercial real estate transactions. We offer a suite of services, including title, survey, and zoning review; lease abstracting and tenant estoppel preparation, all performed by highly-skilled and experienced reviewers.

By focusing exclusively on the due diligence phase of commercial transactions, we can offer customized, efficient due diligence services and the highest-quality work product, while allowing for cost predictability.

The Real Estate Due Diligence Hub is a competitively-priced alternative for clients who outsource their due diligence to third-party providers. Even in those instances where outsourcing has lower initial fees, we offer greater value by providing in-depth analysis, superior client service and customized review, ensuring more accurate and comprehensive due diligence for each client.

We have experience with all types of transactions, from small matters to complex portfolio deals, across all property types including multifamily, office, retail, industrial, and hospitality, across all 50 states.

The Hub Advantages

- ✓ Useful for all deal types, from a single-property transaction to large portfolio deals
- ✓ Real-time tracking of reviews for status and to address challenges
- ✓ Scalable, flexible staffing depending on complexity of issue and each client's specific needs and requirements
- ✓ Extensive experience working with title and survey companies and other third-party services

How it works:

The Real Estate Due Diligence Hub is supervised by senior Seyfarth attorneys who assess each transaction to determine staffing. The flexible structure of the team allows us to scale staffing as needed, based on the timeline and volume of the assignment, and the client's budgetary concerns.

Selected reviewers then complete the initial review of title, survey, zoning, leases or other diligence, as applicable, and draft all necessary documentation, including comment memos and abstracts. If necessary, as determined by the complexity of a particular project or a given client's preferences, supervisors can add one or more associates or counsel to the project as senior reviewers to ensure accuracy and uniformity.

Our team tailors its deal management and tracking methods for each project, making use of spreadsheets, checklists, web-based data repositories and other resources, as needed, in order to allow clients to track due diligence tasks so that we can fully understand timing, deal progress, hurdles, and costs. Here, the team also has access to a library of reference materials, including title and survey review forms, lease abstract templates, checklists, and a common provisions bank, all of which can be tailored to meet any client's specific needs or used in conjunction with a client's preferred forms.

Representative Experience:

Title, survey and zoning review, lease abstracting and estoppel preparation:

\$1B \$1+ billion title, survey and zoning review and lease abstracting for portfolio acquisition and financing of 108 office properties in 4 states

\$558M Lease estoppel drafting and negotiation in connection with a portfolio sale of 17 multi-state medical office buildings

\$500M \$500+ million title, survey and zoning review for multi-state portfolio loan on 49 industrial properties

\$1B Lease abstracting, REA review, title, survey and zoning review for \$1+ billion JV investment in a portfolio of retail projects

300+ Exclusive management of title, survey and other diligence for a major convenience store and gas station chain, projecting 300+ fee and leasehold acquisitions annually

100+ Regular lease abstracting and tenant estoppel preparation for major national investment firm, averaging over 100 leases annually

Title, survey, and zoning review:

\$3.3B \$3.3 billion acquisition of 550+ gas station/convenience stores in 11 states

\$1.5B \$1.5 billion portfolio loan on 147 industrial properties in multiple states

\$160M \$160 million portfolio loan on 36 golf courses in 16 states

\$145M \$145 million acquisition of a multi-state portfolio of 61 bank branches

\$258M \$258 million acquisition of an 8-property technology portfolio in California

\$178M \$178 million portfolio loan (including mezzanine financing) on 10 multi-family assets throughout Georgia and Florida

For more information, contact your Seyfarth lawyer or our key contacts below.



Brooks Marro

(404) 885-6761
bmarro@seyfarth.com



Hannah Jackson

(404) 885-6729
hjackson@seyfarth.com



Amanda McCormick

(678) 686-8523
amccormick@seyfarth.com



"Seyfarth Shaw" refers to Seyfarth Shaw LLP. Our London office operates as Seyfarth Shaw (UK) LLP, an affiliate of Seyfarth Shaw LLP. Seyfarth Shaw (UK) LLP is a limited liability partnership established under the laws of the State of Delaware, USA and is authorised and regulated by the Solicitors Regulation Authority with registered number 556927. Legal services provided by our Australian practice are provided by the Australian legal practitioner partners and employees of Seyfarth Shaw Australia, an Australian partnership. Our Hong Kong office "Seyfarth Shaw," a registered foreign law firm, is a Hong Kong sole proprietorship and is legally distinct and independent from Seyfarth Shaw LLP, an Illinois limited liability partnership, and its other offices.