

Real Estate: Leasing

Seyfarth Shaw LLP's Real Estate Leasing team includes more than 50 attorneys focused on adding value for both landlords and tenants, and helping them address the complex issues facing sophisticated space users and property owners. Our team has handled more than 400 million square feet of leasing transactions over the last decade for many of the largest owners and developers of office buildings, shopping centers, and industrial parks in the country, as well as national big-box retailers, convenience stores, office tenants, restaurant chains, and property managers.

Our clients benefit from our thorough understanding of all sides of the lease negotiation process. We have negotiated leases of all sizes, including "blend and extend" transactions, complex subleases and assignments, and we are experienced working with collateral documents such as reciprocal easement agreements, declarations of covenants, conditions, and restrictions involving a variety of spaces, including existing and planned developments, built-to-suits, and unimproved land. The team regularly provides clients with leasing updates and market trends, from the latest ADA regulations and common area expense issues to hours of operation and exclusive uses.

One area of specialization that sets us apart is our market-leading, innovative approach to high-volume leasing programs for clients undertaking large-scale development projects or retail rollouts.

Our Leasing practice has a tremendous breadth of experience, which is highlighted below:

- ✓ Among the five largest real estate practices in the U.S. with more than 120 attorneys
- ✓ Handle over 2,000 leasing transactions annually across the country
- ✓ Serve as leasing counsel to a national convenience store chain in connection with over 500 new retail leases annually
- ✓ Provide leasing counsel and general landlord representation to several real estate funds that own and manage billions of dollars in office, industrial and retail assets
- ✓ Over the last decade, represented one of the nation's largest home improvement retailers in nearly 1,000 transactions, and millions of square feet, involving the acquisition, ground leasing, development, and financing of retail stores and distribution facilities across the U.S.

Demonstrated Track Record of Results

- Represent a fast-growing national quick-service restaurant chain, as tenant, in the negotiation, ground leasing, acquisition, scrape and rebuild, reinvestment, and property management issues related to 1,400+ project sites across approximately 45 states in the continental U.S.
- Represent a specialty retailer with over 1,000 retail locations in the U.S., Canada and Puerto Rico, as tenant, in all aspects of its store leasing program, including new and relocation leases, restructured leases, lease amendments, sublease, termination and ancillary agreements, and related construction, management and administrative issues for locations ranging from regional malls and upscale lifestyle centers to smaller retail developments.
- Representing one of the largest public/private cloud providers, as tenant, in its various leases and purchases of buildings (both existing and build-to-suit) and land across the U.S. for the operation of hyperscale data centers.
- Represented a leading British hospitality group, as tenant, in the signing of a restaurant lease and rooftop management agreement at Hudson Yards in New York.

- Represent a national convenience store chain, as tenant, in connection with new store leasing and acquisitions throughout the U.S. Our team of lawyers and paralegals manage in excess of 500 new retail acquisitions/leases from letter of intent to store opening on an annual basis.
- Represented a leading financial services company, as tenant, in its lease of 420,000 square feet of Class A office space in San Francisco, California.
- Represented a major sporting goods company, as tenant, in its signing of a 12-year lease of office space in Chicago, Illinois.
- Represented a large hospitality association, as tenant, in its lease of 51,000 square feet of office space in Chicago, Illinois.
- Represented a national real estate investment company, as landlord, in the leasing of a newly developed 65,000 square foot mixed-use office and retail facility in Berkeley, California, including negotiations with high-profile lifestyle brands.
- Represented, as national outside counsel, an international healthcare company on a variety of real matters, including the preparation and negotiation of healthcare facility leases around the country, sale/leaseback transactions, and purchase of land for development for new regional corporate headquarters. We have also handled the real estate aspects of various M&A deals.
- Represented a consumer electronics and telecommunications company, as tenant, in a sublease of 100,000 square feet of office space in Chicago, Illinois, with the option to expand up to 150,000 square feet.
- Represent a real estate fund with over \$50 billion under management in leasing office and industrial space, as landlord, in various parts of the country.
- Represented a large Midwest shopping center owner, as landlord, in more than 200 retail and restaurant leases over a five year period.
- Represented a real estate owner, as landlord, in its 14-year lease of nine floors to a law firm in Atlanta, Georgia.

Value Driven Solutions

Seyfarth's Leasing attorneys deliver legal services with a business oriented-approach and apply the Firm's award-winning SeyfarthLean® client service model to reduce costs and save time.

Real estate leasing portfolio solution for a national convenience store chain

Handle hundreds of real estate lease transactions per year, nationwide, for a leading retailer.

As part of transaction portfolio examination, audited processes between in-house counsel, outside counsel, and real estate development team, identifying opportunities for improved efficiency.

Architected and built a custom web-based SeyfarthLink collaboration platform, allowing dozens of users to track and execute on deals while simultaneously monitoring cycle time and resource allocation.

Process improvement and technology solution reduced total outside legal spend by 19% in real estate, and the number of terminated new store deals declined from 25 percent to near 1 percent.



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