

## Real Estate and Construction

**Real estate and construction projects don't happen in a vacuum. Carrington Coleman's clients rely on us to provide not only top-flight legal guidance in this exacting field, but when necessary, dynamically assemble interdisciplinary teams to deliver the coordinated knowledge it takes to get projects done. As a midsized firm, we can (and do) organize quickly, communicate efficiently, and make things happen with an unwavering focus on the client's goals.**

Whether the situation involves tax law, bankruptcy, litigation, environmental law, or a combination, we can (and do) get it done – seamlessly. Smaller firms typically lack our bench strength; larger firms can be siloed and overly deliberate. At Carrington Coleman, decades of experience help us strike exactly the balance our clients need. Small teams of smart, experienced, accessible people are, we've found, highly effective. Our real estate and construction clients agree.

### **Our Experience Makes the Difference**

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That balance includes having the experience to know when, and how, to raise issues, and when to let them go. We take pride in practicing real-world law. Our real estate and construction attorneys never forget that our primary role is to help our clients get deals done. We know when to dig in and more importantly, when not to. We know when contesting something isn't cost-effective. And it's all guided by an unwavering focus on our clients' objectives.

## A Medical Office Building Project

**Client Issue:** A group of physicians needed to sell an outmoded medical office building, acquire land for a new structure, and commence construction within six months in a complex, multifaceted transaction.

**Approach:** We assembled a team that included lawyers in real estate, construction, tax law, securities law, and other disciplines. This group needed to handle everything from a Section 1031 tax-deferred exchange to a securities offering to negotiating a construction contract. And it had to do it fast.

**Outcome:** The project was completed on time, with the clients receiving the full tax and strategic benefit of the arrangement. Since then, the same client has worked with our firm on two similar projects, with more in the pipeline.

## Areas of Focus

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- Mortgage lending, including documentation, negotiation of loan terms, and coordinating due diligence to meet loan conditions.
- Purchase and sale of income-producing properties – representing both buyers and sellers, negotiating purchase and sale agreements, and coordinating closings.
- Development of master plan communities and representation of developers in municipal relations, retained development, and entitlement work.
- Negotiation and documentation of commercial leasing, including, offices, industrial properties, and retail locations, on behalf of both landlord and tenant.
- Strategic guidance on project delivery methods, procurement, and drafting design and construction contracts for a wide variety of commercial and public projects.
- We handle a wide variety of construction and real estate-related litigation, including eminent domain, and disputes about deed restrictions.
- We represent real estate investors furnishing capital for real estate projects and developers.