



STEIN SPERLING

Practice Areas

Real Estate Law

We implement *creative* and *efficient* problem solving to assist our clients in getting their deals closed.

With years of experience navigating the real estate market in both upswings and downturns, Stein Sperling understands the intricacies of this multifaceted area of law. Our attorneys combine their knowledge of real estate, business, finance, tax and land use to develop practical solutions to each real estate opportunity or challenge.

Stein Sperling's Real Estate practice covers a broad range of commercial and private real estate matters, including acquisition and disposition, financing, development, leasing, land use, community association representation and litigation. In consulting with our clients, we provide strategic advice to help them achieve their goals.

Our Real Estate practice is complemented by our other key practice areas, such as business law, tax law and civil litigation.

TRANSACTIONS

Stein Sperling assists clients in the evaluation and due diligence essential to the acquisition and sale of commercial, industrial and residential property. Our attorneys effectively negotiate and document the terms and conditions of buy-sell agreements on behalf of individuals and business owners. In addition to transaction documents, we negotiate and prepare letters of intent, financial commitment letters, LLC and ownership agreements, joint venture and development agreements, as well as other ancillary agreements.

We understand the intricacies of real estate transactions and are able to take into account each client's specific needs and goals. This includes structuring ownership entities and evaluating tax strategies, including tax-deferred 1031 exchanges.

Our attorneys advise clients through the process of settlement negotiations, dispute resolution and litigation. Read more about our dispute resolution and litigation services below.

COMMERCIAL LEASING

Stein Sperling counsels landlords and tenants with regard to their commercial leasing matters, from structuring and negotiating lease agreements to determining sublease and assignment provisions that reflect the lease agreement. Our commercial leasing clients include local and national retailers, as well as owners and tenants of regional and local shopping centers, office buildings and malls.

Our attorneys understand the interests of lenders, landlords and tenants in leasing transactions. We use this knowledge to draft and negotiate commercial leases for office, retail and warehouse/industrial space. Throughout lease negotiations, we help clients meet their immediate needs while understanding and anticipating the day-to-day impact of their negotiated lease terms. As part of this process, we also advise clients on long-term strategies for future expansion or contraction.

When the termination of a lease is required, Stein Sperling attorneys confidently represent tenants through negotiations with their landlords, lenders and other interested third parties, whether single-asset or large-portfolio workouts. Our goal is to protect our clients' interests as we endeavor to terminate a lease or devise a workout solution.

FINANCING

Stein Sperling represents buyers, sellers, investors and lessees in their negotiations with financial institutions and lenders.

Whether for acquisition funding or refinancing, appropriate financial structures are crucial to the success of real estate transactions and business operations. Therefore, we carefully review financing documents to properly assess risks and to ensure that contract terms are fair and will achieve our clients' short-term and long-term goals.

As part of the financing process, we assist clients through the processes of loan origination, loan purchase and sale, restructuring and workout as they pertain to each client's situation and needs. We also work side-by-side with attorneys in our estates and trusts and tax departments to anticipate issues that may arise as part of financing a purchase, sale or lease agreement.

COMMUNITY ASSOCIATIONS

Stein Sperling's real estate department serves as counsel to community associations. We represent homeowners associations, condominium associations and other community associations with regard to governance and regulatory compliance, as well as transactional matters. In this role, we provide assistance to board members as they resolve disputes both among residents and

between residents and the association, including matters concerning the collection of delinquent assessments.

As part of these services, our attorneys assist clients in drafting, reviewing, interpreting, amending and enforcing governing documents. We also regularly review agreements between the association and outside contractors such as landscaping, towing and management companies. Our goal is to help community association leaders understand their organizations' legal rights as well as the fiduciary responsibilities they personally accept as board members.

Collecting delinquent assessments takes a great deal of time and resources on the part of community associations. Our attorneys are well-versed in handling collection matters. We assist clients in maintaining consistency in the enforcement of liens and, when necessary, obtain and enforce judgments.

When conflicts arise, our real estate attorneys work closely with our civil litigation team to represent associations in covenant enforcement actions. We defend associations and their directors in contract actions, as well as construction defect claims involving both builders and owners. Our attorneys also have experience representing individual association members in their disputes with community associations. In any dispute, we devise strategies that protect our clients' rights while aiming to achieve their short- and long-term goals.

DISPUTE RESOLUTION + LITIGATION

Stein Sperling works with clients to limit their exposure to legal and financial liabilities. When controversies arise, we advise buyers, sellers, landlords and tenants of the best course of resolution. Our team of attorneys includes negotiators, mediators, arbitrators and trial attorneys, all of whom have experience handling commercial and residential real estate contract disputes, commercial landlord-tenant disputes, title and boundary disputes, as well as disputes among property owners. When necessary, they aggressively defend our clients' interests in federal and state trial and appellate courts.

Our attorneys also are well-versed in construction lien and payment disputes, having represented general contractors and subcontractors for many years. We handle matters related to construction contract disputes and collections, ensuring our clients understand their legal rights to collect payments owed to them for labor, equipment or materials. As part of this process, we keep our clients informed of important statutory deadlines affecting their rights to collect payments or assert claims against adverse parties in Maryland, D.C. and Virginia courts. Our experience representing contractors and subcontractors in this arena gives us added insight when representing property owners from the other side of such disputes.